A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 14, 1964

Indian masses want books in English page 4

The show goes on—at U.S. trade centers abroad page 14

U.S. report to the Inter-American Economic and Social Council page 20

Business Bulletins *from around the world*

BELGIUM—Latest Government bond issue raised required funds, but banks, subscribers of 63% of issue, are having difficulty in passing bonds on to public. Issue not having desired anti-inflationary effect due to Central Bank's increased rediscounting of commercial bills.

Emerson and Cuming Inc., Canton, Mass., founded $100,000 subsidiary, Emerson and Cuming Europe, at Mol for manufacturing, distributing plastic materials for electronic, space, other industries.

Johnson Service Co., Milwaukee, establishes subsidiary, Johnson Control Belgique, S.A., Brussels. Subsidiary markets, installs, services Johnson automatic temperature, air-conditioning control systems.

CYPRUS—Modern $280,000 Cypriot-Lebanese owned match factory opened outside Nicosia. Production capacity is 300,000 boxes a day, substantially more than island's daily consumption. In addition to supplying local market, management expects to export large quantities to neighboring countries.

DENMARK—East Asiatic Co., Copenhagen, is going into $60 million investment project in Canada with Canadian International Paper Co. (subsidiary of International Paper of New York) to produce daily 750 tons of chemical wood pulp at new plant on Vancouver Island. East Asiatic already harvests one million acres of forest, produces about nine million cu. ft. of lumber a year on Vancouver Island through its subsidiary Tahsis, Ltd., Vancouver. East Asiatic/International Paper group will have to compete with similar venture initiated by Swedish Cellulose Inc. and Canadian Columbia Co., Ltd.

GERMANY—Consolidated Electrodynamics Corp., Pasadena, Calif., opens branch plant at Friedberg, near Frankfurt/Main. Plant will produce, service its equipment for all of western European market.

GREECE—Ministerial Economic Committee orders 6% reduction in wholesale, retail prices of pharmaceuticals, whether domestically produced or imported. Cut in wholesale prices effective Dec. 1; in retail prices, Jan. 1.

JAPAN—Coyne Cylinder Co., San Francisco, opens plant in Koriyama. Japan-Coyne Cylinder Co. is first plant in country to manufacture solid porous mass for acetylene cylinders.

MALAYSIA—Cornerstone laid for $13.2 million Mobil Refining Co. (Malaysia), Ltd., refinery at Jurong Industrial Estate, Singapore, to be biggest single project at Jurong and part of Mobil's planned $24 million investment in Malaysia. Cornerstone also laid for $4.6 million sugar refinery jointly financed by local, Japanese private capital and Singapore Economic Development Board. Other plants recently opened to produce condensed milk, hosiery, plywood. Ford Motor Co. of Malaysia, Ltd., announces expansion of assembly plant in Singapore which will nearly double present production capacity.

NICARAGUA—Construction begins on country's first fertilizer plant. The $500,000 joint venture between Occidental Petroleum Co.'s Panamanian subsidiary and Nicaraguan capital scheduled to begin operations in March. Sales next year estimated at 50,000 tons. Initial relatively simple mixing operation expected to lead to conversion of liquid raw materials supplied by tanker. Total investment to reach $5 million.

NORWAY—During January-August period, imports of U.S. goods totaled $99 million as compared with $86.6 million during same period 1963. This represents increase of 14.3%. Total imports for January-August period reached value of $1,246 million (c.i.f. value) as compared with $1,179 million for same period 1963. Rate of increase for total imports was 5.7%. U.S. share-of-the-market for eight month period was 7.9% compared with 7.3% in 1963.

SOUTH AFRICA—Swedish auto firm, Volvo, plans to establish plant to manufacture passenger car, industrial marine engines in joint venture with Johannesburg firm. Move represents significant expansion of Volvo's local operations which, before had been limited to basic assembly operations. In 1963 Volvo sales here were about 1,600 or about 1½% of total market.

SPAIN—Decree extends to Feb. 5 suspension of duty on imports of anthracite coal.

Modern $4 million telephone manufacturing plant of International Telephone and Telegraph Corp.'s Spanish associate opened in Malaga. Compania Internacional de Telecomunicacion Y Electronica, S.A. (CITESA), geared to produce several hundred thousand telephone sets a year to meet fast growing demand for telephone service, provide production for export as well.

SWITZERLAND—First nuclear power station to be built near Bern on 330,000-sq. ft. site on banks of river Aar. Plant to produce 250 million watts a year, with operation now scheduled for 1971.

Visitors to Swiss National Exhibition in Geneva set new record attendance of 11,728,706 this year. Exhibition, which lasted six months, had daily average attendance of some 65,000.

During past 15 years, Sulzer Bros., Ltd., big metallurgical works at Winterthur, expanded its weaving-loom department from staff of 10 to 1,543. Sulzer, which produces shuttle-less, high-speed weaving-loom, already manufactured 7,900 weaving looms for 264 clients in 33 countries. Current orders to keep this department working at full capacity until 1967.

TUNISIA—Alcoa International S.A. and Government announce formation as joint venture of Industries Maghrebines de l'Aluminium. Company, to be located in Tunis, will mass produce aluminium building materials.

VENEZUELA—Customs authorities recently began enforcing regulations that require documents covering air shipments to be filled out in Spanish.

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the cover

The thirst for English-language books in India, the constant chatter of visitors to trade center shows, and more U.S. assistance than ever to Latin America point the way to increased U.S. exports and investment overseas. The three stories show the desire abroad for what the U.S. businessman has to sell—a desire not letting up as the year comes to an end.

International Commerce

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December 14, 1964 Volume 70, Number 50

FEATURES

2 Major segments of Moroccan economy give encouraging performance in third quarter but resurgence doesn't remove business uncertainty

3 President of Browne-Vintners Co. says world has come a long way to goal of unfettered commerce; U.S. industry needs better-trained salesmen

4 India's program for making the country's masses literate in English as well as Hindi creates growing market for U.S. literature, texts

7 Maryland Regional Export Expansion Council starts career at Baltimore kickoff meeting of industry leaders, Congressmen, Commerce officials

8 Neil Hurley, guest of hard-driving Stockholm newspaper publisher, tells how things look from the penthouse of the Dagens Nyheter Building

9 Manufacturer of graphic arts machinery does export business mostly through mail; Boston firm, five other organizations win 'E' awards

WORLDWIDE BUSINESS OUTLOOK

10 Nationalist Chinese Government starts vigorous action to develop economy, simplify bureaucratic procedures; new avenues opened for profitable business

11 Argentina shows signs of recovery from 1962-63 slump but businessmen reluctant to say so; bars on machinery imports lower overall U.S. sales

TRADE FAIRS AND CENTERS

14 Trade Centers don't let up activity as year draws to a close; stories, photographs on shows in Milan, Bangkok and Frankfurt reflect buyer interest

U.S. GOVERNMENT ACTIONS

20 U.S. assistance to Latin America reached peak levels in 1964; commitments under Alliance for Progress amounted to $1,190.2 million in fiscal year

FOREIGN GOVERNMENT ACTIONS

23 Malaysia declares first category goods for common market; new import surcharge to be levied by Indonesia; Uruguayan Government devalues peso

INVESTMENT OPPORTUNITIES

25 Joint ventures for several products sought by companies all over world—in Mexico, Uganda, Spain, Malaysia, Germany, Pakistan, Italy, Austria

WORLD TRADE OPPORTUNITIES

26 Several countries seek bids
27 Additional projects opened
28 Leads for exporters
32 International representation
33 Leads for importers
34 Visiting buyers and officials
35 Construction projects
35 New trade lists

New Books and Reports, page 36

MOROCCO

Robust but cautious

Government's financial troubles put damper on otherwise resurgent economy

The performance of major sectors of the Moroccan economy through the third quarter of 1964 has been encouraging, according to the U.S. Embassy at Rabat. High points were a heavy increase in mineral production—particularly phosphates—a record flow of tourists, favorable forecasts for the important citrus industry, and record catches of fish.

Growing productive capacity was reflected in Moroccan trade statistics, which showed a favorable balance for the first half of this year in contrast to a serious deficit situation at mid-1963. Nevertheless, the Moroccan business climate remains cautious, particularly among foreign residents. The business uncertainty appears largely due to the Government's financial difficulties and increased pressure for agrarian reform.

Moroccan economic and financial policy in recent months has concentrated on stabilizing the closely related problems of a continued drain on foreign exchange reserves and a large budget deficit.

In early October, the Government imposed exchange controls and import limitations to stabilize the foreign reserve situation and avoid devaluation. It prohibited the import and export of dirhams and restricted imports to development equipment, primary commodities needed by local industry, and essential foods.

The Government gave assurances that these measures were temporary and would be removed as soon as the level of foreign reserves improved. In this respect, the Government announced that it intended to insure the repatriation of all foreign exchange earnings from this year's citrus exports. The Government also announced a series of austerity measures to balance the 1965 budget.

Foreign trade

Moroccan statistics for the first half of 1964 indicate a modestly favorable trade balance of about $500,000, in contrast to a deficit of over $5 million at the end of the same period last year.

Total Moroccan imports increased from $217.5 million during the first six months of 1963 to $232 million in the comparable period of this year—an increase of about 9%. At the same time, the country's exports rose 12%, from $208.25 million to $232 million.

U.S. exports to Morocco were valued at $25.4 million during the first half of 1964 according to Moroccan statistics, compared with $17.9 million the year before. A large part of this trade was financed through AID loans and the PL-480 program for agricultural products.

Agricultural developments

Moroccan agricultural production thus far in 1964 has been generally satisfactory. Cotton acreage and production has increased substantially, and the market outlook for wines appears strong, due to favorable weather conditions. Wheat production, although not up to forecasts, has been average.

The outlook for the citrus industry during the 1964-65 season is also favorable. A moderate increase in production is anticipated, and exports should rise to over 500,000 metric tons.

Commercial production of sugar beets is reported at 180,000 metric tons, about one-half of the requirements of the sugar beet factory at Sidi Slimane. The Government awarded a contract for construction of a second beet-sugar mill, which is expected to enter into operation by 1966 and reach capacity production of 35,000 metric tons of sugar by 1970.

Moroccan canned fish exports for the 1963-64 season reached a record, up nearly 40,000 cases over the previous season. Projections call for another record in the season just beginning, with exports for 1964-65 estimated at slightly less than 3 million cases.

Phosphate production rises

Morocco's mining sector has been dominated by the remarkable expansion of the phosphate industry. Through mid-September Morocco had exported over 7 million metric tons of phosphates, a 17% increase over the same period in 1963. Phosphate exports for 1964 are expected to reach 10 million metric tons, an increase of 2 million metric tons over last year.

Planned new investment in mining equipment and improved port facilities, such as the $20 million expansion of phosphate port facilities at Casablanca, are expected to increase future phosphate production by a million metric tons per year.

In other sectors of the mining industry, production of antimony and chemical manganese increased in response to favorable world prices. Construction of the Safi Chemical Complex is proceeding on schedule and the plant is expected to begin operations next spring.

A record flow of summer tourists was registered during the third quarter of 1964, bearing out earlier optimistic forecasts for the industry. Since continued tourist expansion is limited by the capacity of existing facilities, the Government has designated tourism as a top priority sector in the anticipated 3-year development plan.

Plans have been announced for 10,000 new hotel rooms in the next three years, with first priority being given to Northern Morocco. Specific projects include two new hotels of 600 and 660 rooms in Casablanca, one of which would be designed to handle international conferences and conventions.

The growth of Moroccan tourism has also led to reports of expanded transportation facilities. A new ferry company plans to begin operations between Tangier and Malaga next year. KLM and Shreiner Airways may schedule flights to Tangier.

Plan assistance

The Moroccan Government is drawing up a new 3-year development plan which is expected to be announced in the near future. Preliminary reports indicate the plan will place priorities on agriculture, tourism and the training of industrial labor. In the industrial field, food processing industries will receive priority.

Morocco signed a $17.5 million loan agreement with the World Bank in late August to help finance the Sidi Slimane Project, which provides for the agricultural development of 100,000 hectares in the Gharb Plain.

The Moroccan Government is showing increased interest in prompt and effective utilization of American loans in its efforts to reduce pressure on foreign reserves. To this end the Moroccan Government is now encouraging importers to consider the U.S. as a potential source of necessary imports to be financed under available AID funds.

U.S. must train salesmen

Industry needs sustained effort to produce new breed of marketer, executive says

By BYRON TOSI

President, Browne-Vintners Co.

I don't suppose the day will ever come when international trade will be as unfettered as commerce among the 50 states. But there is evidence that the world has come a long way toward this ideal, and will go much further.

TOSI

The world must move in that direction by economic necessity, if not by choice. Our economy would be sorely tried if trade were to diminish, or if it were to grow at an unsatisfactory rate.

World markets in the not-distant future will have more in common than at any time in the past. Eventually, at least in the West, we will have one economic standard, though political differences will remain.

America's skill in marketing is sufficient to meet any challenge both here and abroad. But the application of these skills abroad was slow in developing. The fact that the overseas market is in reality a different ball park was not widely accepted by our companies operating abroad.

U.S. industry sent representatives overseas whose knowledge of local customs, language and buying habits was something less than exemplary. In short, what is perhaps our greatest skill—communications—was not put to good use.

More applications

I have no doubt there will be increasing application of American marketing skills by our own people abroad and also by the nationals of other countries.

In international marketing, there is much that U.S. businessmen can teach. But it is not a one-way avenue. There also is much we can learn. It's the job of U.S. marketing men abroad to make the "Made in America" label carry even more weight.

The stakes are great. Standards of living are improving at a shattering rate throughout the Western nations. Their percentage gains in productivity exceed ours. Salaries are going up everywhere, and there is a measure of inflation. Our prices are no longer out of line with prices in Western Europe. We are in the best position ever to compete strongly throughout the world.

Our Government is co-operating by attempting to keep tariffs favorable. The Trade Expansion Act of 1962 was a remarkable forward step in eliminating tariff barriers. We have every reason to expect that the scope of this type of activity will continue to be enlarged.

But, as a nation of marketers with a vital stake in the development of overseas markets for our burgeoning production facilities, we must also make a sustained, conscious effort to train a new generation of marketers more skilled, more world-minded than their predecessors who, like the old Alaskan bush pilots, flew by the seat of their pants.

What to teach?

Courses offered in our renowned schools of business administration provide young men and women with excellent grounding in U.S. business administration. But this grounding may fall short of what will be required of management 20 years hence.

Major corporations which today derive 20 or 25% of their sales from overseas markets will find themselves exporting close to half their output by 1985.

Management will entail far more than an appreciation for markets at home. A young man entering business lacking any fundamental understanding of world markets will be only half prepared. He will be obsolete before he reaches the middle management level.

The challenge is current, and the strengthening of curricula in the international marketing field is certainly a first step in the right direction.

I suggest there is no more effective training ground for international business than the European environment itself. I propose that serious consideration be given to the establishment of relations with a graduate-level business school in Western Europe where U.S. students would be required to spend one of their four terms in residence, following a course of study designed to supplement their studies here at home.

Important point

The important point is that a deeper appreciation of the world market, an important attribute today, will be mandatory in 20 years or less.

I believe that few other facts underscore the realities of our lives today more than this:

Ten years ago, the chairman of our parent company, Samuel Bronfman, established a chair in "Free Business Enterprise" at Columbia University. It is interesting to note that fully one quarter of the Bronfman fellows are now working either for companies abroad or for foreign governments. Most of the remainder are employed by companies with considerable interest in overseas markets.

International trade, important in the past and vital in the present, will be indispensable in the future.

(Condensed from Mr. Tosi's recent address to the Boston Conference on Distribution, sponsored by the business schools of Harvard University, Massachusetts Institute of Technology, Northeastern University, Boston College and Boston University.)

Germany opens quota for canned pears, figs

Quotas of unannounced size for imports of canned pears and canned figs in containers of less than 5 kilos (11 lbs.), from various countries including the U.S. have been set by Germany.

License applications for pear imports may be submitted until the exhaustion of the undisclosed value limit but not later than March 25. Licenses will be valid until March 31. The first day of customs clearance is Jan. 1, 1965.

Import license applications for canned figs may be submitted until further notice. Licenses will have a six-month validity period. Canned fig imports will probably be liberalized in the near future.

INDIAN MARKETPLACES are filled increasingly with people literate in English as a result of secondary school programs which make it a required subject.

MANY LEARNING ENGLISH

India buying more books

Growing market seen for U.S. publishers' wares as literacy drive progresses steadily

By ROBERT K. SHARKEY
Industry Economist
Business and Defense Services Administration

India is a vast potential market for books. Economic development of the country and its transformation into an industrialized society will require a major expansion of education and will result in wider economic and cultural opportunities for all Indians.

SHARKEY

Industrialization, expansion of education and the accelerating diffusion of knowledge are giving impetus to a pervasive social and cultural upheaval which fosters demand for books.

Literacy and education

An important social aim of the Government is to liquidate mass illiteracy. With about 356 million people out of a population of 475 million unable to read or write, improvement in the literacy rate —although slow—is promising. Official statistics show that from 1947 to 1961 the literacy rate increased from 15 to 25% despite an annual population increase of 10 million.

Hindi in the Devanagari script is the official language prescribed by the constitution, but under the Official Languages Act of 1963 English will also be used for an indefinite time as an official language.

How many are literate in English is not definitely established, but various estimates place the figure at from 6 to 9 million. The number will increase each year, since from three to six years of English are usually required at the secondary-school level. Students must take examinations on the subject when they matriculate at a university and in order to receive bachelor degrees. English is also generally used in business.

All kinds of books, from text to children's, are sold and the demand will continue to expand as the number of students, libraries, and educational institutions increases.

the author

Robert K. Sharkey joined the Department of Commerce in 1962 as a member of the Junior Executive Development Program of the Business and Defense Services Administration. Educated at Johns Hopkins University and George Washington University's graduate school, he served with the U.S. Army in Heidelberg, Germany, and with the American Textile Manufacturers Association in 1961-62. He currently is assigned to BDSA's Iron and Steel Division. This article is based on a report from the U.S. Embassy in New Delhi.

Imports

The domestic publishing industry entirely satisfies demand for books at the lower level of education. At college and research levels, and for popular fiction and nonfiction, India is dependent on imports. Educational institutions are the principal users of imported books.

Price is the most important factor. In a country with an annual per capita income of about $69 in 1962, books are a luxury. U.S. books are 20% higher in

price than other imported books and reportedly average 100% higher than Indian-produced books.

Since local purchasing power is so low, educational institutions offer the best opportunities for volume sales. The superior physical quality of U.S. books, compared with those produced locally, and their method of editorial presentation make them more acceptable than books from other countries. A widespread desire for information about the United States also helps the sale of U.S. books.

Despite a foreign-exchange shortage, imports of books are more or less freely permitted and have been increasing over the years. In fiscal 1963-64 imports of books and pamphlets (the latter negligible) amounted to $6.1 million, a 43% increase over 1961-62 (see Table 1).

Although they came from 49 countries, 88% of the total was supplied by the United Kingdom (53%) and the United States (35%). Japan has emerged recently as an important supplier. About 80% of its sales to India are reported to be inexpensive editions of U.S. books reprinted in Japan for sale in Asia.

Statistics showing the uptrend in 1961-63 U.S. exports of books to India are given in Table 2. Literature (fiction and nonfiction) constitutes the bulk of these exports.

The only serious foreign competition the U.S. exporter faces in the Indian market is from the United Kingdom. The U.K. exporter is in a favorable position because education in India is still British-oriented, British books are cheaper than U.S. books, and ties between British publishers and the Indian book trade have been long established.

However, U.S. textbooks are gaining in popularity as a teaching medium because of their better editorial organization and larger type.

Dealers

U.S. exporters may obtain a list of Indian importers and dealers equipped to handle foreign books from the Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's 42 field offices in principal cities of the United States. Priced at $1, the list is entitled, "Books, Magazines, and Periodicals—Importers and Dealers, India."

Duties and regulations

Except for a nominal sales tax imposed in the State of Madhya Pradesh, no import duties or domestic taxes are levied on books in India. An import license is required, however, limiting booksellers to a specific quota.

Supplementary licenses may be issued to established importers for certain categories of books, such as textbooks, reference works and business, scientific, technical and professional books. These supplementary licenses, business circles report, occasionally permit imports of up to 300% of the quota license. No new bookseller is granted an import license.

Under Government import regulations for April 1964-March 1965, established book importers are granted a quota of 100% of the value of the importer's best year in any of the base-period years, 1952-53 to 1960-61.

A condition of the license is that not more than 50% of the face value can be utilized for the import of fiction and permissible nontechnical journals and magazines, provided that not more than 20,000 copies of a single magazine are imported under one license. Within the remaining 50% of the value of the license, children's books, among others, may be imported.

Imports of foreign editions of books being reprinted in India and the re-export of books imported from foreign countries are forbidden.

Libraries and technical and educational institutions are permitted to import technical, legal, and scientific books for their own use, either directly or through established trading channels.

Domestic channels

Distribution channels for imported books—the same as for domestically produced books—include publisher-distributors, wholesalers, and retailers.

Indian publisher-distributors who specialize in English-language books usually maintain good contacts with academic circles and Government departments. They also have an effective marketing relationship with booksellers throughout the country.

A few foreign publishing houses have

BOOKS IN ENGLISH will play an important part in these youngsters' lives as they reach school age and study English as well as the official Hindi language.

Table 1—Indian Imports of Books and Pamphlets, Fiscal 1961-62 and 1963-64

[In thousands of dollars]

Supplier	1961-62		1962-63		1963-64	
	Value	Percent	Value	Percent	Value	Percent
All countries	4,217	100.0	4,947	100.0	6,051	100.0
United Kingdom	2,218	52.6	2,715	54.8	3,185	52.6
United States	1,516	35.9	1,585	32.0	2,131	35.2
Japan	215	5.1	399	8.1	464	7.7
Netherlands	31	0.7	47	0.9	103	1.7

Source: Monthly Statistics of the Foreign Trade of India.

branches in the large State capitals of India, and some maintain stocks of books. Their contacts include educational institutions as well as booksellers. Special attention is given to stocking the leading booksellers in different parts of the country.

The comparatively few wholesalers who have organized distribution centers operate in a few large cities and deal in textbooks, technical books and popular reading material. Their activities also include some publishing or retail selling.

The number of retail outlets handling both English and Indian-language publications is estimated at 5-6,000. However, 90% of the imported books are handled by a dozen wholesalers and by 80 to 90 large- to medium-size retailers. These firms have established good reputations in the book trade and are eligible to receive import licenses.

Established practices

Each title imported into or produced in India is sold at a uniform price throughout the country.

The normal discount rate for books published in India is between 15 and 25% to retailers and between 20 and 33% to wholesalers. U.K. publishers usually offer a discount of 33⅓% to retailers and 40% to wholesalers, while U.S. publishers offer 33-40% to retailers, 40-45% to wholesalers.

Few reviews of U.S. books appear in local dailies or educational journals.

Librarians in educational and research institutions and government departments, university and college teachers, and educational advisers in the central and State governments are responsible for introducing new books. Sales are dependent on their attitudes, and they should be notified when new books are published.

Books are advertised primarily by mailing catalogs and price lists to the universities, colleges, and libraries, as well as to retailers, who in turn send advertising matter to their prospective customers.

Applications for import licenses for printed advertising material supplied free of charge will be considered by licensing authorities at the ports. Bona fide imports of trade catalogs and advertising circulars imported by packet, or by book or parcel post, will be allowed clearance by customs without the formality of an import license.

Catalogs in book form classified under Indian tariff item 45(1) are duty-free. However, if catalogs are imported in the form of leaflets in loose sheets of one or two pages and not stapled or securely affixed in booklets or in ring folders, they are classified under tariff item 45(a) and are currently dutiable at 110% ad valorem.

Tariff item 44(5b) covers catalogs, price lists and advertising circulars which are supplied free and which are exempt from import duties under the International Convention to Facilitate the Importation of Commercial Samples and Advertising Material.

The exemption from duty under tariff item 44(5b) is intended to cover only advertising matter received by mail and unsolicited. Bulk shipments of advertising matter sent by freight and intended for redistribution are dutiable.

Credit

Normally, the period of credit ranges from 60 to 120 days. In a few cases it may extend from 180 to 270 days.

Regrettably, a fairly large number of booksellers in India tend to indulge in a volume of business so much beyond their means that they are unable to discharge their indebtedness. No bank in India advances money to publishers or booksellers. The nonpayment of accepted bills sent through banks is not uncommon.

Payments by educational institutions and Government departments, the largest purchasers of books, also are not too prompt. Bills often are held up for 3 to 9 months because of tedious screening procedures. The practice of many institutions and Government agencies is to delay payment until the close of the fiscal year.

India, then, offers great scope for U.S. exporters of books, but to sell effectively the publisher/exporter must appoint a resident representative to travel, vigorously engage in personal contact work and arrange for proper advertising.

College and university textbooks and vocational and reference books offer the

Table 2—U.S. Book Exports, 1961-63

[In thousands of dollars]

	Total	Textbooks	Bibles	Dictionaries, etc.	Literature	Other books
All countries:						
1961	55,140	16,104	1,764	11,398	11,652	14,222
1962	63,070	16,014	1,763	14,477	14,600	16,219
1963	75,742	17,969	1,738	21,041	16,386	18,608
India:						
1961	1,297	441	3	20	591	242
1962	1,317	332	20	30	773	162
1963	1,797	523	6	21	943	304
Four other major Asian markets: [1]						
1961	5,393	2,715	213	670	661	1,134
1962	5,417	1,617	155	1,640	1,013	992
1963	7,290	1,768	131	3,184	682	1,525

[1] Japan, Philippines, Indonesia, and Malaya-Singapore.

Note: Table does not include individual shipments valued under $100.

Source: U.S. Department of Commerce, Bureau of the Census.

greatest sales potential to a U.S. exporter. Pre-college textbooks in India differ from those in the United States, but an effort should be made to enter this market. An obstacle the U.S. exporter must overcome in competition with local and other foreign suppliers is the relatively high price of his product.

KEY TO THE CITY is presented by Baltimore's Mayor Theodore R. McKeldin to Commerce Department's John H. Royer, Jr. From left to right are Rep. Samuel Frieden, Royer, McKeldin, John Kronau of Baltimore Port Authority, Sen. Daniel Brewster, Rep. Edward Garmatz and C. F. Hopkins of Commerce field office.

Regional export council holds first meetings in Baltimore; national, state leaders attend

Nineteen membership certificates presented at luncheon in Center Club, with Senator, Congressmen among guests

Equipped for the job with "good tools" provided by business leaders of vision, the United States is looking forward to achievement of a 100% rise in exports—to $49 billion a year—by 1974.

A troop of executives from industry and government heard this message at the first meeting and luncheon of the Maryland Regional Export Expansion Council, held in Baltimore's Center Club Dec. 3.

Presenting membership certificates to the 19 new REEC members, the luncheon speaker, John H. Royer, Jr., Deputy to the Under Secretary of Commerce, said:

"This area, with its fine Port of Baltimore—which ranks third in the United States and has increased its volume 31.7% during the past year—has a tremendous export potential which, if realized, can contribute significantly to the economy of this area and the Nation. . . .

"We in the Department of Commerce have had the assistance and co-operation of some 1,200 industry leaders who are members of the National Export Expansion Council and the 42 Regional Export Expansion Councils. Through them, we have developed programs for helping business sell abroad as well as bringing some 3,000 new American exporters into world trade."

The "energy and resolve" of Maryland REEC members working with the recently established U.S. Department of Commerce Baltimore field office (INTERNATIONAL COMMERCE, July 13, 1964, p. 20) can do much to awaken the business community as a whole to the promise and the necessity of exporting, Royer continued.

"The preoccupation of our businessmen over the years with the opportunities in our domestic market—which was the first great common market of the world—has tended to downgrade in importance the potentials of the world markets," he observed.

"Now that common markets are being established elsewhere in the world, it is imperative that American business focus on these opportunities and establish now the footholds in these markets which will make it possible to expand our exports as the markets grow."

On hand for the occasion were Senator Daniel B. Brewster, Congressmen Edward A. Garmatz and Samuel N. Frieden, Mayor Theodore R. McKeldin, and representatives of Governor Tawes and Senator-elect Joseph Tydings.

Royer, who on an earlier occasion had presented the President's "E"-for-export-excellence award to John L. Kronau, Baltimore Port Authority chairman, told the gathering they were "very fortunate to have John Kronau also assume the responsibility of the Chairmanship of the Maryland REEC."

The luncheon was preceded by a meeting in the board room of the Maryland Port Authority at which Carroll F. Hopkins, Baltimore field office director and REEC executive secretary, outlined some of the council's plans for the near future. These included a seminar on the recent Yugoslavia trade mission, another under auspices of the Poultry Association and a third to be held at Hood College with the Governor's Export and Import Council.

Thailand gets $22 million to buy irrigation equipment

The World Bank has loaned Thailand the equivalent of $22 million to assist in financing an irrigation project in the Me Klong River Basin.

The total cost of the project is estimated at the equivalent of $57.9 million. The Bank loan will cover the foreign exchange requirements and will be used for the purchase of imported equipment, spare parts and supplies and for consultants' services. All imported equipment will be obtained through international competitive bidding.

The project being assisted by the Bank loan is the first stage of the Me Klong River Basin development and will take five years to complete.

The works to be undertaken include the construction of a diversion dam at Tha Maung, canal intake structures and irrigation canals, flood protection dikes, a navigation lock and an earth closure dam, the improvement of natural drainage channels and about 25 miles of feeder roads. The project will be carried out by the Royal Irrigation Department.

The Department will retain consultants or qualified experts to review preliminary designs, to help prepare final designs, and to supervise construction of the major works. Consultants will also assist in the land classification and the preparation of studies for the further development of the Me Klong River Basin.

Expert in export held needed for Texas expansion

Advisor to State commission envisioned in move by Governor

Creation of an export advisory office to assist Texas manufacturers to expand overseas sales has been recommended by Governor John Connally.

The Governor's suggestion will be embodied in his program recommendation to the Texas Legislature which convenes next month. Under this plan the export advisory office would be set up as a part of the Texas Industrial Commission, the State's industrial promotion agency.

The export advisory office, Governor Connally said, would perform "a natural function of the Industrial Commission and one which should pay for itself many times over in the expansion of commerce in Texas products."

He emphasized that such action is needed at a time when scientific advances "are rapidly eliminating state and regional markets," while "international markets and vastly greater territories of selling and service are developing."

With Texas expected to absorb in the next 15 years a population increase greater than the population of Oklahoma or Louisiana, he added, "We will need 30,000 new jobs each year in industry alone."

Executive Director Harry W. Clark of the Texas Industrial Commission states:

"Texas is in a fortunate geographic position to do business with the world. Our Texas manufacturers are producing goods that are in demand in Central and South America and, in fact, in other world markets. Right now, for example, Texas is number one in the United States in exports to Japan."

Staff specialist

The Commission recommended the addition to its staff of an export advisor who would work with regional and local groups to encourage Texas manufacturers to expand exports.

"Texas is enjoying an unprecedented expansion of its existing industry," Clark said. "An increased emphasis on overseas markets can do nothing but further this growth. Many of the manufacturers in the state now produce products that can be exported. For most of them it will be a matter of learning how to do it. . . ."

View from atop 23d floor reaches clear into 1980

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

STOCKHOLM—Look through the wide windows and the city is a carnival midway. A view from the top in the executive suite of the glistening, new, silvery-bright Dagens Nyheter Building is breathless as vodka. You are standing on the peak of Sweden's highest floor, reaching up, with a lift from the hill on which it is built, to 23 stories.

Underneath presses twirl out like confetti 800,000 copies of *Dagens Nyheter*, Scandinavia's largest newspaper.

In the publisher's seven-room penthouse, 10 men, including two U.S. tourists, are gathered this night for a candelabra-illuminated dinner of smoked salmon and caviar, diced beef, white asparagus and a dessert of fruit-covered ice cream pie.

The evening was a premiere. The building is so new that tonight was the first usage of the dining room, although a butler and two maids served as though they had trod these carpets for decades.

No phones rang. "I do not see the paper until it is on the street," said publisher Erik Huss. "We have a staff who interpret a liberal policy. Every other person in Stockholm reads what they say."

This corner has done time in newspaper offices, most of them littered like Central Park on a July Sunday morning, but publishers were gods not to be questioned and such luxury was never observed by the hired members of the Guild. This was a first awesome look at deity on the mountain. With Erik Huss, a writer felt important enough to have been in advertising.

Huss's rooms were Swedish-modern in impeccable taste, as is publisher Huss himself, a Swedish modern who wears conservative double-breasted suits, blending ties of inconspicuous coloring and tailored shirting. The library is custom-carpeted with a replica of the first formal Swedish printing, a book of the 15th century.

"This paper is liberal," he said. "A main footing is opposition to the Church in political and moral matters. We are atheistic. My children are raised atheists. The Church is outmoded and no longer understands world changes.

"We keep liberal on all matters, and consequently are the largest Swedish paper. We print daily in two locations to achieve national circulation.

"We probably have more readers in Lapland than anyone else."

Huss is intense. Blue eyes snap to sharp focus when a matter of controversial interest is mentioned. He inquired about civil rights, some possible inconsistencies of U.S. policy, and was deeply concerned about trade relations.

"The U.S. and Sweden are old friends. Minnesota has perhaps more Swedes than any place in Scandinavia except Stockholm. Maybe more Swedes read the *Minneapolis Tribune* than *Dagens Nyheter*. Our two nations need courage to stand up to one another, to compete, to trade and expand, both of us.

"This is a country that, outside of Norway, has the fewest inhabitants per square mile of any in Europe, the largest readership of newspapers except in England, second only to the United States in per capita gross national product, and where a greater percentage of the population own TV sets and automobiles than anywhere else in the world except for Canada and the United States and, perhaps, the United Kingdom."

When one looks out on Stockholm from this lofty dwelling with its rich gastronomy, decor and conversation, one sees power and influence. When Erik Huss peers, he sees all the way to 1980.

Firm exports mostly by mail

Manufacturer of graphic arts machinery follows International Commerce trade leads

Frequent trips abroad in search of new dealers are not in the program of a Boston firm which sells machinery related to the graphic arts.

But the Craftsmen Machinery Co. has proved that you don't necessarily need a huge number of employees or lots of money. Most of the exporting can be done by mail.

The firm's exports have grown "by such leaps and bounds" since 1961, when it actively started selling overseas, that they now make up one-third of the total business.

Craftsmen's activity is rebuilding and reconditioning used machinery—and selling such machines as linotypes, Intertypes, offset presses, automatic and platen presses, and paper cutters all over the world.

There is a growing market, the firm has found, for good rebuilt printing machinery, even in the Old World, where printing began.

However, Craftsmen does almost 80% of its export business in Canada and the Latin American countries. They need rebuilt machinery which does the work of new equipment yet costs only a third to half as much.

Trade leads

The company has 50 active representatives in 26 countries. It establishes commercial relations with dealers in several ways—with trade leads in INTERNATIONAL COMMERCE among the most important. Other contacts are by mail, through advertising and by word-of-mouth from other customers.

It has subscribed to the magazine for five months and every week follows up two or three leads. In that time the firm has had a definite order of $5,000 from a firm in the Philippines and one for $4,000 from a Pakistan company—both through leads in INTERNATIONAL COMMERCE.

For its success in exporting, Craftsmen has received the President's "E" award.

Thomas G. Wyman, Assistant Secretary for Domestic and International Business, presented the award in Washington, D.C., Dec. 10 at a ceremony in his Department of Commerce office. Stephen Alpert, vice president, accepted.

Five other companies and organizations joined Craftsmen in the "E" award list during the early part of December.

► Business and pleasure visitors from Central and South America, says the U.S. Travel Service, have increased 31.4% in the first 10 months of this year over the same period in 1963.

Pan American Grace Airways (Panagra), New York, has had a hand in this increase through its vigorous "Visit U.S.A." campaign. More than 36,000 passengers traveled here from Latin America via Panagra in 1963, an increase of 70% over 1958 when the airline began its promotion.

Panagra pioneered U.S. flag commercial air transportation along the west coast of South America 36 years ago, and today carries pasengers, cargo and mail over a 4,251-mile network of routes to Panama, Colombia, Ecuador, Peru, Bolivia, Chile and Argentina.

James G. Morton, special assistant to the Secretary for Public Affairs, presented the award Dec. 2 at the Hotel Shelbourne in New York. Andrew B. Shea, president, accepted.

► The George E. Failing Co. of Enid, Okla., manufactures portable drilling rigs for oil and gas exploration and production, coal exploration and mining, water development program, road construction, general construction and de-watering of swamplands.

It has sold rigs to 75 countries and expects to top all past export records in 1964. Its exports in the first half of 1964 were 46.3% of the total sales.

In 1963, the Failing Co. sold 44% of all rotary drilling rigs exported. In 1962 and 1963 the firm ranked first among all American manufacturers in export of all sizes and types of power-driven rotary rigs.

Robert M. Norris, president of the Foreign Trade Council, presented the award Dec. 8 at the American Legion Hall in Enid. Robert M. Greer, president, accepted. After the ceremony, the Failing Co. dedicated its new million-dollar plant.

► The Garrett Corp. of Los Angeles manufactures high-speed turbomachinery, aircraft subsystems, gas turbine engines and related equipment. It began major export activity in 1954. Today, some 40 airlines are using Garrett equipment in 52 countries.

It is also engaged in the development of the gas turbine engine as a power source in underdeveloped countries. The firm hopes to develop sales for such an engine in South America, Africa and the Middle East. Local fuels could be used to run a portable turbine.

Congressman Charles H. Wilson (D-Calif.) presented the award Dec. 8 to E. A. Bellande, chairman of the board and chief executive officer, in a ceremony at the company plant.

► The Kuhl Poultry Equipment Co. of Flemington, N.J., decided in 1962 to change its method of exporting. After using export distributors who handled other accounts for small manufacturers, the firm began hiring its own sales representatives in Canada and Central and South America.

As a result, the firm's exports doubled in 1963 over 1962 and represented a sizeable percentage of the total sales.

Sale in '63

In 1963, Kuhl sold the first large commercial-type egg washer to be used in England—against the opinion of most English poultrymen that eggs should not be washed. The installation was successful and company officials believe it may reshape the English method of cleaning eggs and may result in many future sales.

Arthur C. Rutzen, Director of the New York Field Office, presented the award Dec. 9 at Flemington Inn, Flemington, to Paul R. Kuhl, general manager.

► A major objective of the Los Angeles Chamber of Commerce, ever since it began 76 years ago, has been the development of world trade. As early as 1923, trade commissioners from the chamber visited world markets in the interest of manufacturers and export distributors.

In addition, goodwill tours and missions have been sent to almost every major international market. World Trade Week, started by the chamber in 1926, is now observed throughout the United States and proclaimed nationally by the President.

Secretary of Commerce Luther H. Hodges presented the award Dec. 9 to Oscar A. Lawler, president. The ceremony was in the chamber building.

Taiwan cuts red tape to improve climate for foreign investors

Some bottlenecks remain, but officials aim to remove all barriers; many firms feel island is already Asia's best investment area

Significant improvements are taking place in Taiwan's foreign investment climate. New avenues for profitable business are opening as a result of vigorous action by the Nationalist Chinese Government to develop the economy and simplify bureaucratic procedures.

Foreign investors are responding favorably, and the investment pace is quickening. Many American businessmen now in Taiwan consider the investment climate one of the best in Asia.

There are still bottlenecks in the economy which require attention, but the Government has demonstrated a determination to clear away all obstacles to foreign investment.

Two laws, the Statute for Investment by Foreign Nationals revised in 1959, and the 1960 Statute for Encouragement of Investment, form the legislative framework for the Chinese Government's program to encourage private foreign investment. These laws provide numerous benefits and guarantees to potential investors, such as a five year tax holiday on new investments, unlimited remittance of profits, guaranteed repatriation of capital, a guarantee against expropriation, installment payment of customs duties, and rebates of duties and taxes for re-exports.

The Chinese Government has also made a determined effort to expedite customs clearance and processing of investment and foreign exchange applications, and to remove various other bottlenecks which have hindered business operations. These actions have facilitated the ability of a firm to operate profitably, once it is established in Taiwan, and thus have contributed substantially to the improved investment climate.

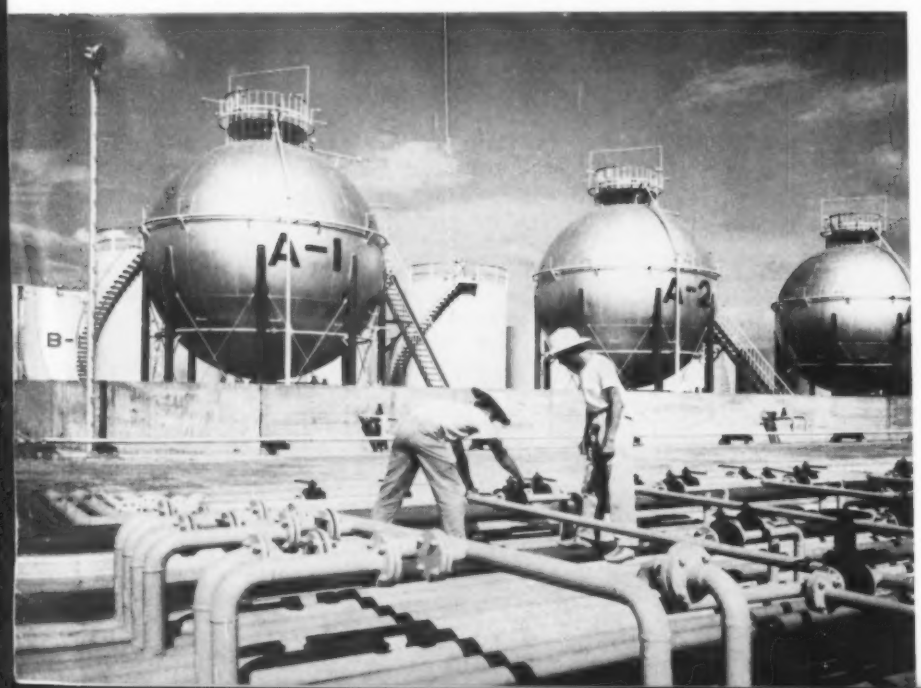
Private enterprise

The improved investment climate is just one of many changes taking place in Taiwan. The island is currently undergoing a transition from its traditional agricultural economy to an industrial one, and the economy is developing at a rapid rate. This growth is partly the result of development plans which have emphasized the industrial sector of the economy, and partly the result of the more than $1.3 billion in economic aid supplied by the U.S. since 1951. The Gross National Product reached $2 billion in 1963, and has been growing at an average annual rate of 7.3% since 1953. Agricultural production has been growing at an annual rate of 4%, and per capita income at 3%. Industrial output has been growing even faster—about 12% a year since 1953, a rate exceeded in Asia only by Japan.

Another significant trend in Taiwan is the growth of the private sector of the economy. Although the Government holds monopolies in such fields as power, sugar, fertilizer, and petroleum, and competes with private enterprise in a few other fields, it has gradually been reducing its nonessential holdings. At the same time the private sector, with the help of both U.S. loans and private foreign investment, has been rapidly expanding. In 1952 the private sector of the economy accounted for only 40% of total output in manufacturing industries, while in 1963 it accounted for 75%.

Taiwan has now reached an economic level at which it can maintain its own rate of growth, and the U.S. aid program is scheduled to be phased-out by June 1965. AID officials point out, however, that Taiwan has really only begun to grow. Located almost in the heart of the Far East, with a relatively inexpensive and capable supply of labor, a growing supply of foreign exchange, and a favorable business and investment climate, Taiwan could easily continue to develop at its present or an accelerated rate of growth.

WORKMEN LOOK OVER pipes leading to the oil storage tanks at the Chinese Petroleum Corporation's Kaohsiung refinery. Taiwan's economy is shifting from an agricultural to an industrial base.



U.S. investment

These developments—improved investment climate, industrial growth, and the increased role of private enterprise in Taiwan's economy—have led many U.S. businessmen to invest in Taiwan. Since 1955 American firms have made a total of 50 equity investments or loan arrangements, totaling nearly $50 million, and have signed an additional 28 technical assistance or licensing agreements.

These American firms have made substantial equity investments or loans in Taiwan: Gulf Oil Corporation, $7.7 million for the establishment of a lubricant manufacturing plant; General Instrument Corporation, $1 million for a plant to manufacture electronic components; World Homes, Inc., $7.3 million for the construction of public housing; Socony Mobil Oil Company and Allied Chemical Corporation, $15.8 million to establish a urea plant using Taiwan's vast natural gas reserves as raw materials; Von Kohorn

International Corporation, $3.4 million for the purchase of synthetic fiber machinery on an installment basis; Westinghouse Electric International Company, Ltd., $1.9 million to purchase steam generating equipment. Other U.S. investors include Pfizer Pharmaceutical Corporation, Morgan Guarantee Finance Corporation, Louis Marx and Company, and Procter & Gamble A.G. Lucerne.

U.S. firms sign up

Among the American firms which have signed technical assistance agreements are Westinghouse Electric International Company, Olin Mathieson Chemical Corporation, American Cyanamid Company, Allied Chemical Corporation, Procter & Gamble A.G. Lucerne, Western Electric Company, Inc., General Electric Company, the Singer Company, and American-Saint Gobain Corporation.

Taiwan's industrial growth is opening many new areas for possible investment. Taiwan's role as a processing and assembly center, particularly for export industries, is growing due to the relatively higher labor costs in Japan and Hong Kong. Among the more lucrative possibilities for processing operations are food processing, electronics, electrical appliances, optical products, watches and clocks, and various types of machinery.

The recent discovery of natural gas has given the production of plastics and plastic manufactures, as well as other petrochemical products, a bright future. The production of wood and wood products should expand as access roads are built deeper into Taiwan's mountainous forest lands.

These are just a few of the many potential areas for investment. For more information concerning Taiwan's economic development and investment possibilities, contact the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230; or the Chinese Investment and Trade Office, 515 Madison Avenue, New York, N.Y.

MEETINGS SCHEDULED

Philip E. Haring, recently Chief of the Economic Section, U.S. Embassy at Tripoli and now transferring to Kobe-Osaka as Economic Officer, will be in the Los Angeles Field Office, 1031 South Broadway, on Dec. 29; and the San Francisco Field Office, 450 Golden Gate Avenue, on Jan. 5. Businessmen in these areas desiring an interview are invited to contact the field office involved.

Argentina cautiously emerging from 1962-63 economic slump

Businessmen reluctant to pronounce economy fully recovered; bars on machinery cut total U.S. sales, but some areas prosper

Signs of Argentine recovery from the 1962-63 recession were increasingly evident during the third quarter, but businessmen are hesitant to assert that recovery has taken place.

Partial data on industrial output in major areas, evidence of expanding sales, improved profit showings in companies' financial statements, and rising consumption of petroleum products and electricity indicate that the country has come a long way.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The agricultural section, which was in large part isolated from the recession, continued to enjoy excellent returns and to provide a spur to industry and commerce.

The rising business tempo was generating higher import requirements ($664 million) and exports were at record levels ($971 million), providing a favorable trade balance of $307 million for the first eight months of 1964. It appears that the higher level of imports experienced since June will continue during the fourth quarter.

U.S. sales down

The U.S. share of the import market for the first eight months of 1964 was 23.6%, or 2.1% less than the same period of 1963. Considering the low level of machinery imports this year, the U.S. is actually faring better than expected, with increases in steel and industrial chemicals. Machinery imports remained limited by a de facto restriction to items brought in under specially approved investments.

Business improvement

It was not so much that the third quarter was marked by exceptional gains as that the improving business tempo, which started to develop about March and April, was sustained.

Recuperation was most outstanding in synthetic fibers, steel, automotive units and farm machinery. Important production increases were also registered in cotton textiles, basic chemicals and household appliances.

Even the cement industry showed moderate production and sales increases, despite the fact that the construction trades continued in depressed status with relation to 1960 and 1961.

It is impossible to be statistically precise about the degree of business recovery. Some areas remain depressed—for example, leather, metalworking and meat packing, the latter primarily because of supply shortages. However, generally the picture was one of expanding sales, improving collections and bigger profits, the last based more on larger volumes than price rises.

Several factors combined to account for the business improvement—the excellent 1963-64 crop year which enriched the agricultural sector; the greater liquidity resulting from massive expansion in means of payment; easier credit facilities; replenishment of stocks after some inventories had reached rock bottom, and wage increases that have at least temporarily augmented purchasing power.

With fresh memories of the 1961 boom and 1962 bust, manufacturers and merchants are being cautious, keeping production schedules and stocks closely tied to sales levels and undertaking new credit obligations with conservatism.

A survey by the FIAT company's

economic studies group in Buenos Aires indicates that Argentina's gross national product has increased by about 9.2% during the first half of the year, compared with the same period of 1963.

The sectors showing the largest percentage gains are fishing, industry, commerce, transportation, communications, electricity, gas, water and crop farming. The three sectors for which no increase occurred are ranching, government services and miscellaneous services.

The principal reasons for the growth seem to be the excellent harvest, inventory accumulation to replenish industrial stocks depleted during 1963, the increased demand for manufactured products generated by the agricultural sector and greater monetary liquidity.

This estimate probably is as accurate as one could reasonably expect at this early date, but it should not be interpreted to mean that the GNP for the whole year will be this much above 1963. However, it probably will approximate the 5.9% increase which the government has projected.

Oil imports increase

Argentina remained relatively self-sufficient in crude oil, but the gap between demand and domestic output widened somewhat during the third quarter. For the first nine months of 1964 crude oil and petroleum product imports totaled $46.2 million, compared with $30.2 million for the first nine months of 1963.

The oil contract issue, which has been pending since the Government declared the private exploration and development contracts null and void in November 1963, moved into a new phase in mid-August when the Government proposed a basis for settlement. According to official statements, the companies rejected many aspects of the Government proposal, offering various counter-proposals for further consideration.

The Central Bank moved the supported exchange rate, which had been maintained at 137 pesos to the dollar since April, to a new level of 143-144 pesos on Aug. 12, and moved it to 149-151 pesos on Nov. 9. The exchange restriction system has undergone numerous modifications in the past three months, generally in the direction of requiring prior Central Bank approval for an increasing number of exchange operations. Private businesses have encountered exchange transfer difficulties and a substantial volume of transfer applications are awaiting Central Bank approval.

The lack of rainfall in some areas during the third quarter affected seeding of the 1964-65 small grain and flax crops and the area planted to these crops was down 6% for wheat and about 10% below 1963 levels for the other crops. The reduction in seeded area may also reflect some shift from crops to pastures as farmers build up herds.

Widespread rain during recent weeks has improved crop prospects considerably. There may be some increase in area planted to late crops, principally corn, sorghum and sunflower.

Support price drops

Support prices for 1964-65 crops were announced after small grains had been planted. The wheat support price was reduced rather sharply to bring it in line with world market levels while other grains, except sorghum which was increased, will retain the 1963-64 support levels. The support level for edible oilseeds was increased considerably because of the need for greater output to meet domestic demand.

The Grain Board continued the gradual sale of its large holdings of wheat from the bumper 1963-64 crop, in most cases at prices substantially below the purchase price.

The Board sold an additional 400,000 tons to Red China for shipment in 1964. Chinese officials have indicated that they expect to purchase 300,000 tons for delivery during 1965 and another 300,000 tons for 1966.

Shortages of sugar and eggs were overcome with the seasonal pick-up in supplies, and prices of eggs fell sharply. Supplies of slaughter cattle continued very low, and prices in recent weeks rose almost to the peak levels attained prior to the imposition of retail and wholesale price controls in May.

A butcher strike in mid-October aggravated the situation. Further controls on the domestic beef market may be in the offing. Price controls were established in early August on dairy products, rice, pasta products and edible vegetable oils.

Labor tensions relax

The tensions which characterized industrial relations during the second quarter were noticeably relaxed during the third.

The militant and provocative "second (plant occupations) stage" of the General Labor Confederation (CGT) Action Plan was succeeded by the relatively innocuous "third stage" consisting of sporadic rallies and public meetings to discuss labor's problems and demand more forcible action by the Government.

A larger than usual number of collective contracts were renegotiated during the period, thus reducing the area of potential conflicts.

Despite import tax, British will buy U.S. goods to meet needs

Commercial officer points out that other nations haven't relaxed their sales efforts in U.K. market

If British companies are sold on the superiority of U.S. equipment, they won't balk at paying Britain's new 15% tax on imports to get it, the Bureau of International Commerce was advised last week.

The important point is that the tax applies to imports from all nations and that other countries have not relaxed their efforts to sell in the United Kingdom, William H. Rusch, commercial officer in the U.S. Embassy in London, reported.

Rusch's report was for the benefit of "U.S. firms who are currently wondering about the British market, particularly those who may be concerned as to the advisability of exhibiting at the London International Engineering Exhibition" April 21-30. (INTERNATIONAL COMMERCE, Nov. 23).

Rusch cited these facts:

- British imports this year are expected to run above $1.5 billion. The tax is expected to cut imports at an annual rate of 6%, which still would leave them at a higher level than in 1963.
- "Most U.S. factory equipment does not sell on price but on performance. In general, if British companies believe that U.S. equipment is what they need to do the job, they will not balk at the additional 15% . . . It is still important to sell them on the idea that they need the U.S. equipment."
- British manufacturers "can take up to 60% depreciation for tax purposes in the first year and a total of 130% over the life of the equipment." The import tax, which is levied against the importer, "figures into the cost on which depreciation can be taken."
- The British Government has stated that the import tax is temporary.
- The London International Engineering Exhibition is an international show "and will give U.S. firms good exposure to buyers from Europe and all over the world, as well as to buyers in the United Kingdom."
- Austria, Canada, France, Japan, Poland, Finland, Ireland and India have booked space for the show and other nations are lining up for it.

Good markets for leading exports pace Nicaraguan economic growth

Imports also gain impressively during first three quarters; National Bank helps finance exports to Common Market partners

The performance of the Nicaraguan economy through the third quarter suggests that the 1964 gross national product may run from 5 to 7% above 1963.

Good weather and favorable market conditions for cotton and coffee, the country's leading exports, have been the principal causes of the continued expansion. In the absence of foreign trade figures, an indication of the trend in exports may be obtained from Central Bank data on the purchase and sale of foreign exchange.

According to these data, exports during the first nine months of 1964 were 17% higher than during the same period of last year. Cotton exports were up by 24%, sugar by 11%, bananas by 46% and coffee by 13%. The rise in the value of coffee exports was due to better prices, since the quantity exported was less than during the first nine months of 1963. Exports of beef and beef products, however, were down by 22%.

Foreign exchange expenditures on merchandise imports during the first nine months increased by 14% over the same period last year. The three largest import categories were machinery and transportation equipment ($17.7 million), manufactured items classified primarily according to material ($17.2 million), and chemical products ($16 million). Imports of fertilizers, insecticides, herbicides and agricultural equipment should remain high.

U.S. market share

The latest period for which there is a geographical breakdown of Nicaragua's foreign trade is the first quarter of 1964. During that period, 44% of Nicaragua's imports came from the United States.

Imports from other Central American Common Market countries amounted to 9% of total imports, and exports to them represented 7%. Total imports from Central America amounted to $2.71 million and exports were $1.94 million, leaving a $770,000 deficit which has caused considerable concern.

To enable Nicaraguan manufacturers to compete more effectively, the Government-owned National Bank has announced that it will finance up to 70% of the invoice value of industrial exports to Central American Common Market countries for periods of up to 180 days. The National Development Institute (INFONAC) also announced that it would grant loans to Nicaraguan industrialists for exports to the Common Market region.

Import controversy

In August, shirts and certain other items of manufactured clothing from Honduras were allowed free entry because they appear on a list of items subect to transitory exceptions between Nicaragua and Honduras which was annexed to the General Treaty of Central American Economic Integration. This caused great dissatisfaction among Nicaraguan clothing manufacturers. They alleged they were unable to compete with the Honduran products because their production costs were higher, primarily because Nicaraguan duties on the imported raw materials used in the manufacture of clothing were higher. The Government of Nicaragua responded by lowering duties on many of these items and granted duty exemptions to clothing manufacturers under its industrial incentives law. (INTERNATIONAL COMMERCE, Sept. 28, 1964.) Economic integration officials met in Costa Rica and El Salvador to devise a regional solution to the problem.

Business conditions remained good during the third quarter, with most businessmen reporting higher sales than a year ago. Stores appear well-stocked for the Christmas season.

The relaxation of prior deposit requirements against List III imports earlier this year has facilitated imports of items on that list.

Advertising is being used extensively. Billboards, some of which are strikingly attractive and original in design, appear especially effective.

The increasing number of aliens engaged in Managua's retail trade led businessmen to pressure the Government to rigidly apply the immigration law provisions prohibiting the issuance of immigration visas to aliens entering the country to engage in trade. Several countries, including the United States, are exempt from these provisions as a result of treaties granting reciprocal privileges.

Nicaraguan businessmen, and the country in general, were extremely pleased with the decision to locate the Central American Institute of Business Administration (INCAE), in Managua. Both the Nicaraguan Government and private enterprise have pledged funds to defray the expense of locating the institution in Nicaragua. Granada, Masaya, Diriamba and Matagalpa have all offered sites for its buildings and the Central Bank has offered two floors of its new building in Managua for research offices.

INCAE is associated with the Harvard University School of Business Administration, and will provide advanced training in business administration for Central Americans, and possibly other Latin Americans. Businessmen feel that the location of the Institution in Nicaragua will be of great benefit to the country in raising standards of business administration and improving the investment climate.

Demand deposits declined seasonally during the third quarter, which is a relatively stagnant period for exports, but compared to a year ago there was an increase of 15%.

A comprehensive law covering the operation of insurance companies in Nicaragua is being drafted, and should be ready for presentation to the Congress in the near future.

Shot in the arm

Industrial investment will be given a shot in the arm by a $4 million AID loan to INFONAC. The loan will be matched over a three-year period by $1.5 million from the Nicaraguan Government and $2.4 million from INFONAC's own resources. INFONAC will use the loan as follows: $1.4 million for industrial loans; $500,000 for small business loans; $1 million for equity investments; and $1 million for technical economic studies. Up to $100,000 may be used to finance technical services required by INFONAC.

In the Protocol of Guatemala signed Aug. 1, agreement was reached on equalizing the external tariff on refrigerators during the next four years. A joint investment in a refrigerator assembly plant by Westinghouse Electric and a Nicaraguan firm which had been held up pending a decision on the common external tariff, will probably go forward.

A group of Nicaraguans will soon begin construction of a factory to manufacture plumbing fixtures and electric lamps. The total investment will be about $1 million. The firm hopes to export to other Central American Common Market countries.

A GROUP OF GERMAN electronic engineers, making the rounds in Trade Center, watch exhibit of plotters of the Hewlett-Packard Co.

VISITORS AT DIGITAL Equipment Corp. demonstration see how computer works. On opening day, firm sold one valued at $18,000.

In Frankfurt . . .

Data processing machines draw crowds

STILL MORE PLOTTERS, these belonging to the Data Equipment Co., were on display at the Nov. 9-14 exhibition. A company representative answers questions from several prospective German buyers.

The shows go on at as old year ends,

With the old year ticking to a close, U.S. businessmen are flipping the pages of their 1965 calendars to mark the important dates of the new.

An announcement from the Bureau of International Commerce gives them reason to flip immediately to March and mark the Milan Trade Center's housewares show.

Those who use the calendar as a substitute diary, making note of events as they slip into history, can work on the page in front of them now—and pencil in the fact that a successful U.S. gift show is in progress in Bangkok.

Looking backward, they can chart the recently concluded computer and data-processing show at the Frankfurt Trade Center, photos of which appear on these pages.

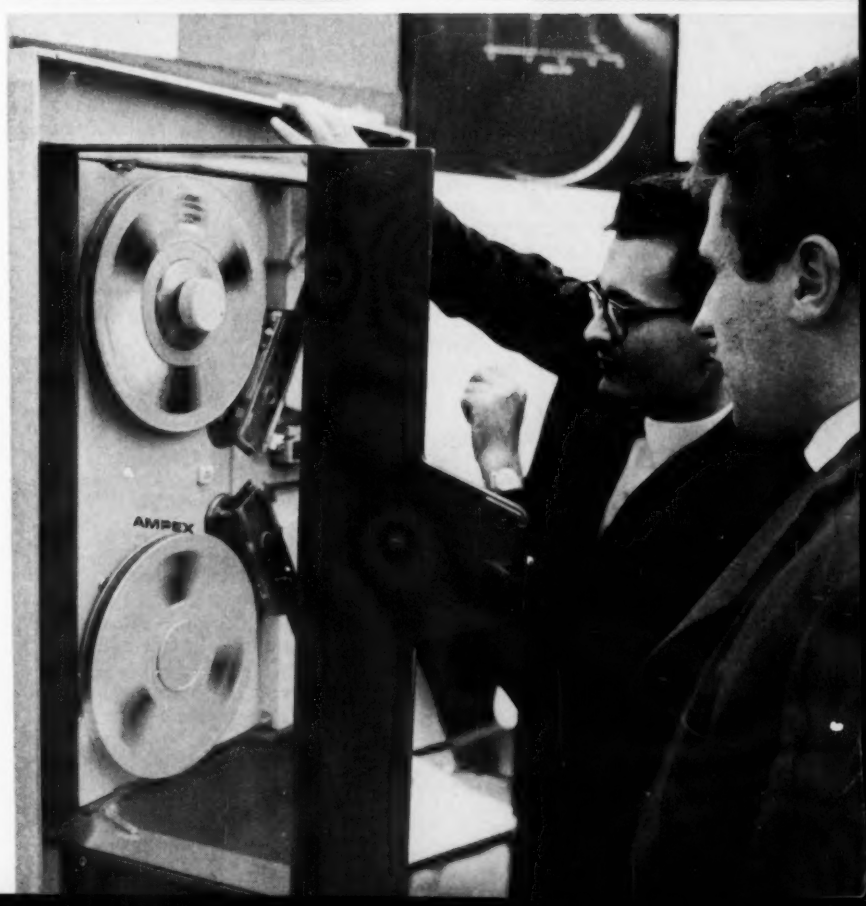
Herewith are some of the details—on shows to come, in progress and in the annals of U.S. Trade Centers around the globe.

If you sell housewares, why not sell them in Italy as well as Indiana, in Rome as well as Roanoke, in Milan as well as Minneapolis?

The Bureau of International Commerce asked the question last week in announcing a show of electric and non-electric housewares at the U.S. Trade Center in Milan, March 20-25. The show is open

Tick, tick, tick and whirr

The high-speed chatter of sophisticated computer and data-processing equipment blended with the chatter of hundreds of visitors at the Frankfurt show. In the photo at right, prospective customers press in for a closer look at a printer, a model just introduced to the German market by the Addressograph-Multigraph Corp. The Ampex Corp.'s tape machine, bottom photo, spins along. It was part of the company's display of tape and core memory systems.



U.S. Trade Centers new waits in wings

to all American housewares firms, but may be of particular interest to firms that have not yet sold in Italy.

According to a BIC Export Market Guide, the Italian market for U.S. housewares and appliances is on the upswing.

Catching on

In city after city in Italy, American ways of doing the chores of everyday living are catching on. The average Italian housewife, beset by increasing demands on her time and affected by a nationwide shortage of domestic help, is seeking appliances to lighten and brighten her daily tasks.

In 1963 the U.S. exported $1.7 million worth of such goods, accounting for approximately 24% of the Italian import market. The BIC guide indicates prospects are excellent for U.S. firms to exceed previous sales in the next year with aggressive product promotion.

Italy's leading department stores have succeeded in developing consumer tastes and creating a demand for U.S. goods. At the same time the housewife's disposable income has more than doubled in the past five years.

Currently, the market for small electrical appliances is considered "wide open." For example, only 66% of Italian families own electric irons; 14% own

food mixers, and 3% own electric toasters.

The demand is not limited to the homeowner or apartment dweller, however. A market also exists for small appliances in institutional kitchens, such as those found in factories, hospitals, military establishments, schools, hotels and restaurants.

The Milan Trade Center show will include small electric appliances, tableware, kitchen utensils, bathroom accessories and articles for the dining room and general home maintenance.

Participants will have an opportunity to make direct contact with leading Italian importers, agents, wholesalers and retail buyers. Trade Center shows are open to members of the trade and to special consumer groups only.

Write: Office of International Trade Promotion, Department of Commerce, Washington, D.C., or phone Area Code 202 WO 7-4492.

Laundry, dry cleaning show boosts sales of companies

The Milan Trade Center was the scene of a successful commercial laundry and dry cleaning exhibit last week.

Opening day of the Dec. 1-8 show was sparked by sales in the first hour of four Braun washer-extracters valued at $60,000. This was followed by the sale of seven more valued at $194,000.

Max Hertig, export director, said, "This is a tremendous opening. Our European sales, especially to northern Italy, were sagging. This show has given us a boost."

Sharing top interest was a flatwork ironing and folding demonstration employing Chicago Dryer's giant, high-speed equipment. The Trade Center had secured the co-operation of several city hospitals and other institutions for the supply of sheets for the demonstration.

The Bishop-Freeman ironing accessories for clothing manufacturers received considerable attention. The company reported an "all important contact" in the first hour of the show.

Other goods drawing special initial interest were shirt pressers and folders.

Bangkok Center gift show opens half an hour early

The people going to the Holiday Show of Gifts at the Bangkok Trade Center took to the streets the day it opened.

They weren't angry. They were curious and wanted to go in. They got their wish as the doors opened half an hour early on Nov. 18.

Visitors that day numbered 5,200, breaking the opening day attendance record set last spring during the Women's Fashion Bazaar.

The U.S. Embassy in Bangkok reported throughout the day "both exhibition floors were packed to overflowing and everyone seemed to be carrying a Trade Center shopping bag with purchases."

The show, scheduled to end Dec. 18, was held to present a department store-type exhibition, promote the sale of U.S. products as gift items and demonstrate the showmanship of well-thought-out window displays and display cases.

The first floor, gaily decorated with Christmas trees and golden antique reindeer, contained men's toiletries and clothing, women's cosmetics, perfumes and clothing, sportswear, sporting equipment, toys and costume jewelry.

The second floor area included small household appliances, foodstuffs, liquors, consumer goods, writing implements, stationery, gift-wrapping paper and ribbons, cameras, cigarette lighters, medium-priced movie projectors and records.

23 American exhibitors show wares in Frankfurt

The U.S. Trade Center in Frankfurt played host to 23 American manufacturers of special computer equipment at the exhibition of data processing equipment and accessories Nov. 9-14.

The show brought to a close a three-part show featuring computer and data processing equipment and related accessories produced by the U.S. computer industry. The six-day event complemented two previous exhibits at which general purpose computers and component parts were displayed.

More than 900 visitors registered during the show. They observed such products as tape and core memory equipment, peripheral computer equipment and modules, input and output equipment, desk top analog computers, data plotters, digital voltmeters, scanners, printers and digital-to-analog converters as well as a newly-developed programming technique and a unique phot-chromic micro-image process.

The exhibitors displayed products designed to solve many of the "special" problems met in industry, institutions and scientific laboratories. The consensus of the exhibitors is that West Germany offers an extremely receptive market for this type of equipment.

At present there are only slightly more than 2,000 computer units installed or on order in Germany; the country suffers from a severe labor shortage; it has a heavy concentration of industry and scientific and technical institutions; and the advanced stage of the American computer industry in research and development makes it possible to supply foreign markets with equipment adapted and designed to the most immediate and exacting needs.

The U.S. exhibitor who wants more information about international trade fairs and trade center shows may receive it from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Nuremberg annual toy fair scheduled next February; U.S. firms are invited

The annual International Toy Fair will be held in Nuremberg, Feb. 14-19. U.S. firms are invited to exhibit.

Buyers and agents are expected to match the 16,500 total of the previous year. Admission is limited to industrial and commercial representatives of the toy industry and trade.

The 1965 show, as in the past, will include a special fair for model kits, hobby and do-it-yourself articles.

Write: Fair Management, Nuremberg International Toy Fair, Spielwarenmesse GmbH, 24 Berliner Platz, 85 Nuremberg, Germany; or to the German-American Chamber of Commerce, Inc., 666 Fifth Avenue, New York, N.Y., 10019.

Commerce discourages firms from going to Leipzig fair

The United States Government is continuing its policy of discouraging American business firms, and their foreign subsidiaries and affiliates, from participating in or attending the annual trade fair in Leipzig in the Soviet-occupied zone of Germany. The Fair is scheduled to be held Feb. 28-March 9.

Applications for licenses to export commodities for exhibit at the Fair will be disapproved by the Office of Export Control, the Commerce Department's Bureau of International Commerce (BIC) said. In addition, requests for authorization to re-export U.S.-origin commodities for exhibition at the Fair will be rejected.

In Milan . . .

Reports from last week's exhibit of commercial laundry and dry-cleaning equipment at the U.S. Trade Center in Milan described the show as an immediate boost for sale of U.S. products in Europe. In these scenes from the show:

Top left—Buyers gather to hear J. P. Miller, European representative, and Max Hertig, export director, explain the operation of G. H. Braun, Inc.'s, washer-extractor.

Top right—Interested customers bend and stretch to get a better view as girls feed sheets into Chicago Dryer's giant ironer. 'Operation Clean Sheet' was show feature.

Lower right—Agent-technician for Troy Laundry Machinery demonstrates firm's equipment to prospective customers.

Lower left—Westinghouse coin-operated washing machines go into action to start Milan's 'Operation Clean Sheet.'

In Bangkok

It's called a 'Holiday Show of Gifts' and it stands to rank as one of the most successful exhibits in the life of the U.S. Trade Center in Bangkok. The camera records the action, which continues to Dec. 18.

Top left—Bamboo curtains are raised on brightly trimmed display windows and a passing Thai shopper—clad in sarong—lingers to admire toiletries and robes.

Lower left—The plan of the Bangkok show was to create the look and air of a U.S. department store. Hanging high above the exhibit floor are glittering chandeliers.

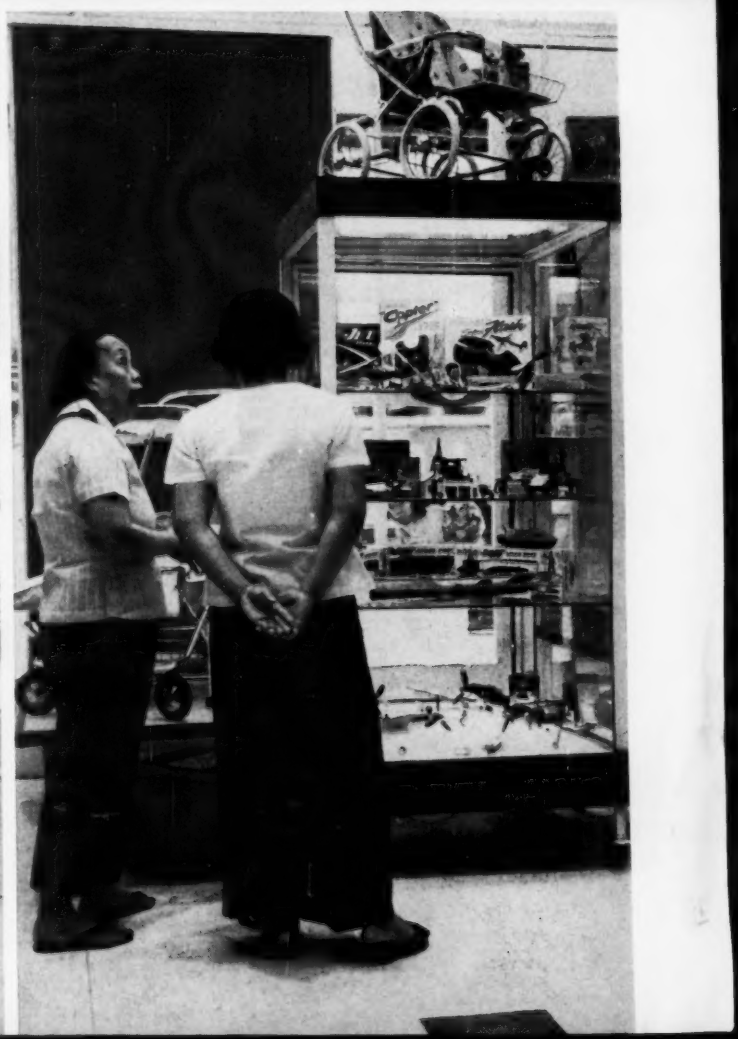
Lower right—Shirts, jackets, other apparel from McGregor-Doniger bring a crowd of buyers to sales counter. The U.S. firm's Thai agent reported brisk trade from start.

. . . Show of Gifts

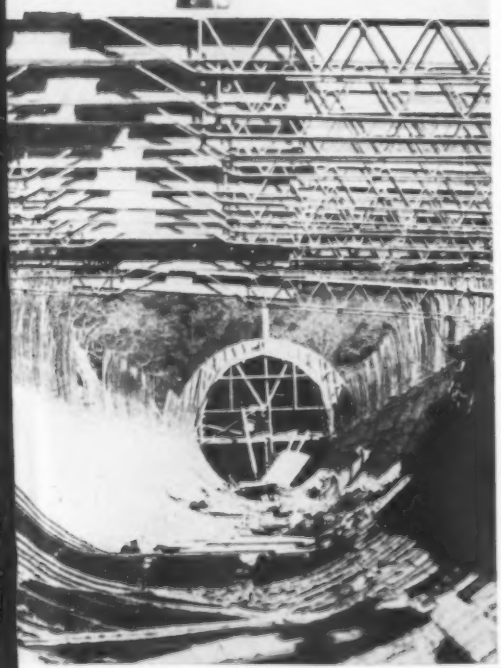
Upper right—Pretty girls pause and ponder display of cosmetics, beauty aids from Revlon. Besides promoting sale of U.S. goods, Bangkok exhibit points ways to show them.

Lower right—Thai mothers crane for better look at a tower of U.S. toys sent by Polk's Model Craft Hobbies, Hollywood Hobbies and Harvey Cross Associates. Tower also was major lure for youngsters.

Lower left—Attendance on first day of 'Holiday Show of Gifts' was 5200, a record for an opening in Bangkok. Students in uniform move with crowd at typewriter display.



U.S. reports peak levels reached in 1964 Alliance for Progress aid



TUNNEL SHAPES UP in Venezuelan road project.

Report to IA-ECOSOC supports swifter economic progress, discusses investment

U.S. assistance to Latin America, under the Alliance for Progress, reached peak levels in 1964, according to the annual U.S. report to the Inter-American Economic and Social Council (IA-ECOSOC).

The report was prepared by the Office of Asst. Secretary of State Thomas C. Mann for IA-ECOSOC's third annual meeting on the Alliance earlier this month in Lima, Peru.

The report notes that U.S. commitments to Latin America, in support of swifter economic and social progress for that area, amounted to a record $1,190.2 million in fiscal year 1964. Disbursements in calendar 1963 totaled $811.9 million.

The rate of disbursements will rise in coming years, according to the report, since a large share of the commitments made in the past covered capital projects requiring one to four years for completion.

Details on U.S. assistance

The report discusses the U.S. economy, private investment and trade. It also provides detailed statistics on the quantity and variety of U.S. assistance to Latin America.

In 1963, net new direct private U.S. investment in the 19 Latin American republics amounted to $64 million, as compared with a minus $32 million in 1962. In the first six months of 1964, the flow of such funds totaled $58 million.

For the first time in 10 years, terms of trade moved in Latin America's favor in 1963-64, with a two-point advance in the index of prices of U.S. imports from Latin America.

Index unchanged

The index of prices for U.S. exports remained unchanged. Latin America enjoyed a favorable balance in its trade with the U.S., the report adds.

An entire section of the report deals with measures affecting participation of private investments. It details development and expansion of intermediate credit institutions in Latin America, with assistance both from AID and the Social Progress Trust Fund of the Inter-American Development Bank. Housing agencies particularly have benefited.

THE WATER IS FINE but a bridge would make the trip

Wide voluntary agency participation in the Alliance is also cited. The recent "Partners of the Alliance" program already involves some 25 U.S. states in relationships with nations and states in Latin America.

Peace Corps cited

The Peace Corps, with 2,622 volunteers in Latin America at the end of 1963, also works in the fields of community development, health, cooperatives, agriculture and education.

A further section of the report outlines organizational improvements in agencies through which U.S. efforts under the Alliance are carried out, and cites a major speed-up in operating procedures.

A detailed list also is given of the 50 U.S. universities holding contracts for assistance to Latin American universities, as part of the broad technical assistance program of the U.S. which also involves

easier and tires, feet and hooves drier. Among the many development projects under the Alliance for Progress, bridge building (background) is a foremost concern.

private contractors, trade unions and U.S. cooperatives.

Balance of payments discussed

A discussion of the U.S. balance of payments, while recognizing the continuing problem of a deficit, makes these points:

- In fiscal year 1964, U.S. trade surplus increased $1.4 billion over the previous year, and commercial exports increased $2.9 billion, for a rise of 16%.
- There were "immediate and substantial" declines both in the sales of foreign securities in the U.S. and in U.S. purchases of foreign securities due to the announcement and expected enactment of the interest equalization tax.
- The decline in U.S. gold stocks during 1963 was reduced to half that of 1962, with stocks actually rising in the first half of 1964.

SKY'S THE LIMIT

World trade is expected to reach $200 billion by 1975 and the U.S. gross national product to attain $1,000 billion by 1977, according to the U.S. Department of Commerce.

Multinational investment firm supports Latin America's private enterprise growth

Corporation draws more than 50 industries, financial institutions from Europe, Japan, America as stockholders in ADELA Investment Company

More than 50 industrial firms and financial institutions are stockholders in ADELA, a multinational investment firm organized to finance private-enterprise developments in Latin America.

ADELA Investment Co., S.A., was recently incorporated in Luxembourg with an authorized capital of $40 million and will operate as an investment banking corporation. The name is derived from the initials of the French designation for the Atlantic Community Development Group for Latin America.

ADELA's board chairman is Marcus Wallenberg of Sweden's Stockholm Enskilda Bank. Ernst Keller, Swiss banker-engineer who was named managing director, will establish the firm's first regional office in Lima, Peru.

One of the latest additions to the board of directors is Robert B. Bennett, treasurer of Dow Chemical International, who outlines ADELA's plans in these terms:

"ADELA is an international investment bank. It can support private enterprise in Latin America by providing capital for medium- and long-term financing, which is scarce in that area. This is the type of investment ADELA will seek in those Latin American countries having a favorable investment climate."

Other U.S. members include the Ford Motor Co., National Bank of Detroit, Standard Oil of New Jersey, IBM World Trade Corp., and Gulf Oil Co. Among ADELA stockholders are industrial, banking and financial companies in Europe, Japan, Canada and the U.S.

BIC issues order denying export rights to five British firms

Companies charged as fronts for trader restricted previously

Four British trading corporations and a British firm of accountants have been denied all U.S. export privileges because of their connection with parties against whom a denial order was entered in November 1963.

The 1963 denial order was issued against Joseph W. Kent and two companies which he controls—American, British and Canadian Spare Parts Co. (also known as ABC Spare Parts), and J. W. Kent, (Foreign Trade) Ltd., all of London.

Action followed an investigation by the Department of Commerce's Bureau of International Commerce (BIC).

Since issuance of the denial order, Kent and his companies reportedly have sought to circumvent its restrictions by attempting to obtain U.S. goods through other companies, for the suspected purpose of reshipping them to Cuba.

It was determined that the accounting firm of Newman & Newman, and Fellgower, Ltd., Jilcliffe, Ltd., Ryelodge, Ltd., all of London, and also Brentgreg, Ltd. of East Barnet, were related parties to Kent and his companies, and that to prevent evasion of denial order it was necessary that the restrictions applied then be made applicable to them.

On the evidence available to BIC, it was found that Newman & Newman, located at the same address as Kent and his companies, had been instrumental in procuring for Kent, other companies through which he might obtain U.S. goods.

The four companies named were all connected in one way or another with Newman & Newman and BIC held that they were acting as "fronts" for Kent and his companies in placing orders with U.S. suppliers.

All of the restrictions of the denial order are effective immediately against Newman & Newman and the four named trading companies.

They are prohibited from dealing in U.S.-origin commodities, and all other parties, whether in the United States or abroad, are likewise prohibited from dealing with them in U.S. commodities.

AID extends deadline for credit to Taiwan

The Agency for International Development has extended to March 31 the deadline for concluding sales contracts under its $5 million Capital Equipment Import Credit for Taiwan.

This credit is designed to help small to medium-sized private Taiwan firms finance the purchase of new U.S. machinery and equipment. It offers the most liberal terms—5½% interest rate and liberal collateral requirements—available on Taiwan.

Taiwan buyers must apply for loans under the credit to one of eight authorized local banks. These applications should be submitted as soon as possible in order to allow AID enough time to process them by the March 31 deadline.

For a complete list of nearly 400 machinery and equipment items which may be imported under this credit, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Food for Peace agreement amended by U.S., Greece

A Food for Peace agreement of Oct. 30, 1963, between the U.S. and Greece has been amended to provide for financing the sale of $2.5 million worth (including certain ocean transportation costs) of cottonseed or soybean oil.

The amendment of the Title I, Public Law 480, agreement will provide for about 16.5 million pounds of vegetable oil to help Greece meet increasing consumer requirements.

Payment will be in Greek drachmae. The agreement provides that 42% of the drachmae will be set aside for U.S. uses. Another 45% will be made available to finance economic development projects in Greece, and 13% will be set aside for loans to U.S. and Greek private enterprise.

FINANCIAL AID

Selling U.S. goods overseas by means of airborne and shipboard trade exhibits are new sales devices assisted financially by the U.S. Department of Commerce.

AID reports orders in 10-month period exceed $249 million

Commodity procurement under the economic assistance program administered by the Agency for International Development during the first 10 months of this year resulted in more than $249 million in production orders among 45 states.

Thirty states had more than one million dollars each.

An AID summary, while only a sampling covering less than 40% of all AID commodity expenditures, indicates the geographic spread of supply orders placed throughout the U.S. Data is based only on reports of letter-of-credit type transactions and limited generally to amounts of $10,000 and higher.

The goods are purchased by firms or agencies in developing countries of Asia, Africa and Latin America, either for specific development projects or to meet general commodity needs. Credits for these purchases are provided through AID, mostly in repayable loans. Because authorized procurement sources usually point to U.S. suppliers, there is little detrimental effect on the U.S. balance of payments.

The sampling for the most part reflects industrial production and does not include agricultural products or other goods produced over wide areas and not directly traceable to state of origin.

Reported with the 10-month total was $39 million in orders recorded during October. Last month's orders went to firms in 41 states, led by Florida, Pennsylvania, Texas and Illinois.

Norway permits foreign advertising pamphlets

The Norwegian Ministry of Finance has decreed that advertising pamphlets printed in a language other than Norwegian may be brought into Norway without payment of the general turnover tax provided the importer states in writing that the pamphlets are to be used for advertising purposes in a foreign country.

This exemption from the general turnover tax applies solely to advertising pamphlets printed in a foreign language. Other advertising and propaganda material remain subject to the 12% turnover tax.

Malaysia declares first category goods for common market

Public inquiries to be conducted on inclusion of 101 commodities, determination of appropriate rates

The Malaysian Tariff Advisory Board (TAB) has announced the first categories of commodities proposed for inclusion in a Malaysia-wide Common Market.

Included in the list of 101 commodities under 24 classifications are rubber and plastic products, wood, steel construction materials, batteries and small household items such as soap, toothpaste and shoe polish.

The TAB is holding public inquiries to ascertain whether the commodities designated should be included in the Malaysian Common Market and to determine the appropriate rate of a common Malaysia-wide tariff for each category.

The Central Malaysian Government and the Singapore Government have imposed measures to regulate the levels of imports of the specified items. These regulations will preclude possible stockpiling by importers in the free ports of Singapore, Penang and Labuan, for resale after the establishment of Malaysia-wide tariff rates on these items.

Varying controls

The controls vary in the six customs areas of Malaysia (Malaya-excluding Penang, Sabah-excluding Labuan, Sarawak, and the three free ports) and are more extensive in the free port areas where the danger of speculative imports is greatest.

It is anticipated that these restrictions are temporary and will be lifted when an agreement is reached on the tariff status of these items and a new Malaysian tariff schedule is announced.

For additional information on the specific commodities and the import controls being applied by the Governments of the Malaysian areas, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Incentive law modified

To encourage foreign investments in the Dominican Republic, the Triumvirate heading the Provisional Government has reduced from 50% to 35% the minimum capital share required to be available to Dominican investors in joint enterprises which want to qualify for the benefits of the Industry Incentive Law.

The new law also reduces from two years to six months the time such enterprises are required to permit this capital subscription.

These changes should encourage U.S. private investors by permitting them to take advantage of the Industrial Incentive Law while at the same time qualifying for AID Investment Guaranties as principally U.S.-owned enterprises.

For copies of the law in Spanish as well as an English translation, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Anti-dumping law extended by Austria

The Austrian Government has extended the anti-dumping law of May 23, 1962, for another three years, to Dec. 31, 1967. It was originally scheduled to expire at the end of this year.

The law provides for the listing of those commodities which present a dumping threat to the Austrian economy and against which anti-dumping action can be initiated by the government. Of 10 commodities on the list, two are of possible interest to U.S. exporters—viscous film and trichloroethylene.

For an unofficial English translation, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Turnover tax increased

The Norwegian Storting has approved an increase in the general turnover tax from 10 to 12% to increase revenues under the 1965 budget. This general turnover tax is applied on imports on the basis of the duty paid value of the goods.

Indonesia levies new import surcharge

Indonesia will impose a levy of $5.40 per U.S. dollar based on the f.o.b. value of imports on commodities imported by means of official foreign exchange allocation (i.e., by official foreign exchange license from the Commercial Foreign Exchange Bureau for importation on either a cash or deferred payment basis).

This surcharge, assessed in addition to the import duty, applies to imports for which licenses were issued on and after April 17, and for goods still held in customs at the end of July. Specifically exempt from the levy are imports of rice, raw cotton, fertilizers, newsprint, medical supplies and scientific books.

Although not yet verified, this new surcharge presumably incorporates the lower levies previously announced for imports on the basis of deferred payment arrangements (INTERNATIONAL COMMERCE, Sept. 28, 1964).

Discrepancies reduced

The new surcharge will reduce somewhat the wide discrepancy between the cost of importing with official foreign exchange allocations granted at the rate of 250 rupiah per U.S. dollar and with automatic foreign exchange allocations known as SPP's.

These allocations, amounting to 20% of the f.o.b. value of exports, are granted to exporters and producer/exporters as an export incentive. SPP's may be used for imports by the earner, may be transferred, or sold for rupiah to Bank Indonesia or through private channels.

Uruguay devalues peso

The Bank of the Republic of Uruguay has devalued the pegged rate of the peso from 16.20-16.40 to 18.20-18.70 to the dollar.

Most imports formerly subject to a 20% surcharge are now subject to 30%. The Bank of the Republic will continue to provide foreign exchange at the pegged rate for all imports not subject to surcharges and will now also do so for goods subject to the 30% surcharge as well.

Everything subject to higher surcharges must use the parallel rate, which has recently been about 24 to the dollar.

Britain exempts more goods from surtax

An additional 16 categories of goods recently were exempted from the 15% surtax on the c.i.f. value of imports into the United Kingdom from all countries.

The exemption is retroactively effective to shipments entered on or after Oct. 27, and expands the original list of exemptions. (INTERNATIONAL COMMERCE, Nov. 2, 1964).

The items, according to U.K. tariff item number and description, are:

22.10, vinegar and substitutes for vinegar; 29.01-B (2), methane; 31.01, guano and other natural fertilizers; 31.02-A, natural sodium nitrate; 31.04-B, certain mineral or chemical fertilizers, potassic; 31.05-A-2, fertilizers consisting solely of natural potassium nitrate and natural sodium nitrate;

41.02-A, 41.02-B-2, 41.03-B, 41.04-B, 41.05-B, goods other than dressed leather; 49.01 to 49.04, books, newspapers, etc.; 49.09-A, 49.10-A-1, trade advertising material stimulating travel abroad; 49.11-A-2, trade advertising material stimulating study or travel abroad or advertising exhibitions abroad;

49.11-C-1, certain parts of books or booklets; 88.02-A, aircraft of a maximum total weight exceeding 18,000 lbs.; 89.01-A, ships of 80 tons gross and over;

89.01-B, certain fishing vessels; 89.02-A, tugs of 80 tons gross and over; and 89.03-A, lightships, fire-floats, dredgers and certain other vessels of 80 tons gross and over.

Spain drops extra duties on chemical fertilizers

Spain has abolished compensatory duties of $7 per metric ton in effect since mid-1960 on certain nitrogenous fertilizers.

The products affected (all classed under tariff No. 31.02) include ammonium nitrate, ammonium sulphate and ammonium sulphonitrate; urea containing not more than 45% of nitrogen; calcium cyanamide containing not more than 25% of nitrogen, whether or not treated with oil, and mixtures of ammonium nitrate with chalk, gypsum or other inorganic non-fertilizing substances.

In other tariff actions, the reduced duty of 1% on unroasted whole coffee beans (tariff No. 09.01-A-1) was continued to Dec. 26.

Peru extends grace period for correcting invoices

The Peruvian Government has extended until Dec. 31, the grace period for making additions, clarifications and corrections in consular invoices by local customs agents upon arrival of goods in Peru.

A fine of 5% ad valorem is normally prescribed by the Peruvian Code of Customs for errors in consular invoices. This fine was originally suspended until Oct. 30, in connection with the introduction of the new tariff schedule with Brussels nomenclature.

The Government's action was taken because of the difficulties arising in correlation of the old and the new tariff numbers. Shipping documents should bear the new tariff item numbers but the old ones will be acceptable until Dec. 31.

German bank will open N.Y. office about Jan. 1

The Dresdner Bank, one of West Germany's largest, will open a New York office about Jan. 1. The office will be located at 60 Broad St., and will be headed by Guenther Schmidt-Weyland. The bank's home office is in Duesseldorf.

The office will bring German exporters and manufactures together with American businessmen interested in importing from Germany or in establishing joint operations or licensing agreements. It will also help U.S. exporters find German importers.

Clients of the Dresdner Bank who wish to buy U.S. securities will also be assisted by the new office.

Mr. Schmidt-Weyland is urging American companies to list their stock on the German exchanges and hopes to persuade some of them to do so in spite of the $20,000 to $30,000 cost. He said that the advertising and publicity value of listing on the German exchanges would be well worth the price.

Iraq permits private tire, tube imports

Iraq's General Establishment for Trade has announced that tires and tubes for agricultural machinery, road building machinery, aircraft, motorcycles and bicycles will continue to be imported by private firms.

Imports of tires and tubes for buses, trucks and automobiles will remain restricted to the General Establishment for Trade.

Nigeria announces new tariff revisions

Nigeria has announced new customs and excise tariff revisions which became effective Nov. 27.

One of the more significant changes is reduction of import duties on most categories of spare parts from 33⅓% to 5%, ad valorem.

Other tariff changes include the exemption from import duties for empty glass bottles, wire rod, galvanized wire, and zinc ingots, which are imported by approved manufacturers; as well as a reduction of duty on kraft paper bags and sacks for the use of approved manufacturers.

The new measure restricts the preferential duty for interlock fabrics to imports for the use of approved manufacturers and reduces the duty rate for imported cement clinker.

Duty increases have been effected for motorcycles and caustic soda.

The excise duty on soap products has been extended to include locally-manufactured detergents. An excise duty preference is now given to local manufacturers for interlock fabrics. With regard to locally-manufactured yarns, the excise duty has been abolished.

For further details concerning these tariff revisions, available in the near future, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Germany establishes apple, pear quota

Germany has established a quota of unannounced size for all varieties of fresh apples and pears imported from the U.S. and Canada.

The fruit must conform to the Common Market Quality Standards but no restrictions regarding classes are stipulated.

Applications for import licenses may be made until the undisclosed value limit is reached. Licenses will be valid through June 30. The first day of customs clearance is Jan. 1.

HEAVY CRANES, CONSTRUCTION EQUIPMENT

Firm desires license for manufacturing heavy cranes and other heavy construction equipment and machinery parts.

Write: Metalna, Maribor, Yugoslavia.

Investment Opportunities

Mexican desires license to manufacture novelties

A newly established plastic converting firm is interested in obtaining a license from a U.S. manufacturer to make vinyl advertising articles such as billfolds and portfolios.

Plastic articles are subject to import controls by the Mexican Government, imposed to protect local manufacturers. Firms wishing to enter the Mexican market may find this opportunity worth exploring.

Details of the licensing agreement, probably on a royalty basis, may be worked out directly with the firm. It is reported that there is a good market for advertising novelties in Mexico because only a few companies operate in that line.

Write: Sergio Simon, General Manager, Siguplastica, S.A., Secreto No. 36, Col. del Carmen, San Angel, D.F. Mexico.

Spanish firm asks joint venture with U.S. company

Spanish firm interested in joint venture with U. S. company to manufacture industrial metallic filters (i.e. filters made of powdered metal and cylindrical bearings). U.S. machinery desired. The Spanish plant burned to the ground Sept. 9. It was the only manufacturer of powdered metal filters. Spanish industry was left without a local source of supply, so the Spanish Government has offered very substantial credits or guarantees for joint venture.

Interested parties must act before Jan. 31. Offers have been received from other countries but U.S. association is preferred.

Write: Industrias Polimetal, S.A., 23 Manuel Allende, Bilbao, Spain.

Malaysian steel mill wants joint venture

A steel mill in Malaysia, which hopes to begin production next year wants a joint venture with a U.S. firm.

The Malaysian firm has acquired a 37 acre factory site near Penang. Products to be manufactured are round rod-iron, square rod-iron, fan-shaped rod-iron, angle rod-iron, cast-iron. The monthly production planned at the initial stage is 1,000 tons which is to be gradually increased to 1,800 tons. Estimated profit is approximately $33 per ton.

Total outlay of the project is estimated at approximately $825,000 of which the Malaysian firm would subscribe about $495,000 in Malaysian currency and the U.S. participant the balance in dollars.

Write: Lee Cheng Tin, Managing Director, Thye San Steel Mill, Ltd., 14 China St., Penang, Malaysia.

Mexican electronics dealer wants licensing agreement

An electronics firm in Mexico City wants to obtain a license from a U.S. manufacturer to produce electronic components, including semi-conductors, alnico magnets, variable capacitors and magnetic cores.

The company presently operates as an importer, sales and commission agent, and wholesaler of electronic test instruments, components and raw materials for the electronic industry.

Electronic components are subject to import controls by the Mexican Government. Details of the licensing agreement, probably on a royalty basis, may be made directly with the firm.

Write: Carlos Brena, Salvador 30-501, Mexico 1, D.F., Mexico.

Road building machinery offered for U.S. production

German road building machinery manufacturer offers license for U.S. production of its versatile multi-purpose grader. The grader combines several machines into one unit. Various attachments are available to guarantee employment throughout the year. Complete new idea of a grader conception. **File 1251R.**

For the mailing address and additional information concerning this firm, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the file number.

COLORATION OF BRICKS

French organization wishes to enter into licensing agreements with U.S. companies which have developed patented processes for coloration of bricks, either by dyeing the clay before baking the bricks or by surface coating on the finished brick.

Write: CETEC (Centre d'Etudes pour l'Utilisation de La Terre Cuite), Palais de la Bourse, Lille, Nord, France.

Ugandan firm seeks entry into pharmaceutical field

A Ugandan firm of cotton ginners would like to conclude a joint venture with a U.S. manufacturer of chemicals and pharmaceuticals.

The company outlines no set requirement for financial participation by the U.S. participant in the venture, but emphasizes that its main interest is assistance in the form of technical know-how, particularly in the production of fungicides, pesticides, drugs and cosmetics.

According to the firm, a plant manufacturing these products would be the first of its kind in Uganda. Market prospects, especially for agricultural chemicals, are very good. The firm believes that the Uganda Government would consider affording protection to a newly formed industry such as this.

Write: Elgon Chemical Industries, Ltd., P.O. box 190, Mbale, Uganda.

Pakistan construction firm requests joint venture

A Pakistani firm, currently building 27 miles of access roads and 20 bridges, would like a joint venture with an experienced U.S. construction company.

The firm currently can handle alone projects up to around $1.5 million but would like to bid on a number of projects of larger scope. These projects, each ranging from $20 to $30 million, cover highways, bridges, multi-story buildings and link canals.

Write: Escorts, Ltd., 85 The Mall, Lahore, Pakistan.

PREFABRICATED HOUSES

Italian firm seeks manufacturing license for prefabricated houses of from two to six rooms. Material should be well insulated and adaptable to hilly or mountainous regions.

Write: Novedilia of Turin, or Mr. Pietro Novarese, Novedilia S.M.C., Via Borgaro 45, Torino, Italy.

HOUSEHOLD APPLIANCES

Austrian firm interested in establishing contact with U.S. firms to negotiate licensing arrangements involving the manufacture of gas- and oil-fired and electric household appliances in Vienna plant.

Write: A. Nowak & Co., P.O. box 12/A.N., Vienna, 142, Austria.

New South Wales issues tenders for $22 million highway and street project

The Department of Main Roads (DMR) of New South Wales, Australia has issued specifications and drawings for tender No. XIC 6 on a highway and street construction project.

The project covers the construction of approximately 1.5 miles of a 4-lane highway, and an 8- or 9-lane expressway from the northern end of the Sydney Harbor Bridge to Cammeray, North Sydney.

It includes the construction of three steel and reinforced concrete overpasses, two reinforced concrete box girder overpasses, one prestressed reinforced concrete pedestrian overpass, and the required structural demolition, alteration and extension of the northern viaduct complex of the Sydney Harbor Bridge.

The project will also include the installation of drainage, fences, guard rails, electrical conduits, foundations for street light support structures, relocations and detours of local streets, and related subsidiary works.

The bid deadline for this contract is Feb. 19. Although the value was not given by DMR, expenditure is estimated at approximately $22.5 million.

A volume of specifications and a volume of half-size drawings may be obtained from DMR, New South Wales, 309 Castlereagh Street, Sydney, N.S.W., Australia (P.O. Box 198, Haymarket, Sydney), or from the Commissioner for New South Wales, 680 Fifth Avenue, New York, N.Y. for the following prices: specification—$33.75; half-size drawings—$112.50; full-size drawings—83¢ per sheet or for 447 sheets —$377.16. The air freight charges would be an additional $67.50 if purchased from DMR, Sydney.

A set of these specifications and drawings are available for review to firms located in the U.S., at de Leuw Cather & Co. at either 1256 Market Street, San Francisco, or at 165 West Wacker Drive, Chicago, or in the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Australia invites bids on 4,775-foot pipeline

The Snowy Mountains Hydro-Electric Authority (SMA) of Australia invites bids for Murray Two Pressure Pipeline, under Contract No. 20,099. Registration deadline is Dec. 21.

Registration applications must be by letter, addressed to Business Manager, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North 4S, N.S.W., Australia. A registration fee of approximately $225,000 is required and a description of the firms' financial and technical resources and a brief summary of completed projects.

The contract includes the manufacture, delivery and erection of two steel pipelines, each approximately 4,775 ft. long and varying in diameter from 13 ft. 6 in. to 15 ft., with bifurcations and branch pipes for connecting the pipelines to four Francis turbines; design of the two bifurcations; application of internal and external corrosion protection to all pipes and associated metal work for the two pipelines, the bifurcations and the four branch pipes, and manufacture, including internal protective coating, and delivery of approximately 354 feet of 15-foot diameter steel tunnel liners.

The construction of the first pipeline, bifurcation, branch pipes and all work necessary to allow the pipeline to be brought into operation must be completed by Nov. 1, 1968. The completion of the second pipeline is required by Feb. 1, 1969, and the whole contract is to be completed by May 1, 1969.

From the applications received, SMA will select and invite a number of registered firms to tender about Jan. 15. The registration fees will be returned to the uninvited. Invited firms' fees will be refunded when their tenders are received by SMA.

Specifications will be available about Jan. 15. Copies will be sent to the invited firms. The tender deadline date on this contract is May 10.

Spain asks bids to improve two stretches of highway

The Spanish Government has invited bids covering improvement and repair work on highways N-332 (Almeria-Valencia) and N-340 (Cadiz-Barcelona).

The work includes leveling, foundation, surfacing and maintenance. These projects are financed by a World Bank loan granted to Spain, with approximately $9.6 million of the loan allotted for this purpose.

Interested companies should submit their required documentation before Dec. 21, so that the Government may check the firms' eligibility to bid. However, bids will be accepted through Feb. 22.

Work on N-340 is required to be finished 30 months after it is started on or about May 1965, while improvements on N-332 must be completed 24 months after the same starting date.

Firms should contact or submit documents to Division de Construccion, Direccion General de Carreteras y Caminos Vecinales, Ministerio de Obras Publicas, Madrid.

Single copies of the requests for bids, and of the terms and conditions to be met by prospective bidders, including a general description of the work to be carried out is available for review only in the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Specifications now available for Iraqi oil refinery needs

The Republic of Iraq, Ministry of Oil, Baghdad, has submitted one set of specifications for the Daura Refinery Project, (INTERNATIONAL COMMERCE Nov. 23, 1964, p. 34). A copy of the specifications is available for review only from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Canada invites tenders on Arrow Dam construction

The British Columbia Hydro and Power Authority invites tenders for the construction of Arrow Dam, one of three to be built in British Columbia under the terms of the Columbia River Treaty between Canada and the United States.

This project is Specification No. CA-1, and the deadline for submission of tenders is Jan. 12, when they will be opened.

The Arrow Dam construction will include its reservoir discharge works and a navigation lock to allow passage of lake traffic. The dam will be 170 feet high and 2,850 feet long. The 1,650-foot long earth-filled section of the dam will contain 7 million cubic yards of materials while in the concrete section about 600,000 cubic yards of concrete will be used.

Five volumes of tender documents are available for $200 for the first set and $100 for each additional set from the British Columbia Hydro and Power Authority, Head Office Building, 6th Floor, Vancouver, British Columbia.

A set is available for review in the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. 20230. A press release copy giving additional information also is available to firms located in the U.S. on a short term loan basis from the Building Materials and Construction Industries Division Office. Telephone: 202-WO 7-3601.

Iraq plans construction of water supply systems

The Government of Iraq is engaged in a continuing program to construct a number of water supply systems in rural villages.

Bid deadlines for the most recent projects are: Rashidiya and neighboring villages Dec. 22; Al-Hussainiya Town Dec. 29; Arbil Feb. 9.

This type of contract is usually awarded to local contractors who are assisted in preparing their bids by foreign suppliers of equipment, such as pumping units, service tanks and pipes. U.S. firms may wish to contact Iraqi contractors specializing in these projects in order to submit offers for the equipment needed.

A list of Iraqi contractors is available to firms located in the U.S. through the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

It is recommended that interested firms contact local contractors directly or through their representatives.

Burma requests bids on tubing and brushes

The Secretary (4), Socialist Economy Construction Committee (central), c/o Foreign Office, Prome Rd., Rangoon, has issued a tender which calls for 16,500 ft. of steel tubing ¾″ o.d. to 3½″ o.d. and 444 dozen steel boiler tube brushes.

Bid deadline is Dec. 30.

Loan copies of the tender documents are available to firms located in the U.S. from the Iron and Steel Division, BDSA-6380, Rm. 4222, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

Elisabethville University asks for displays of tire, oil and auto industries

Professor P. Fierens of Elisabethville University would like to contact firms interested in donating samples, display material, literature, charts and photographs for use in teaching secondary and university students in the fields of science, technology and business.

All material contributed will be installed in a "Commercial and Industrial Museum" at the University (which would be publicized and open to the public) and each contributing firm would be mentioned on a plaque mounted next to the material contributed.

Elaborate or expensive contributions are not necessary. Standard charts, displays and literature such as that used in U.S. schools and universities would be adequate.

Although French is the language of instruction, material in English can be used. All students have some knowledge of the language.

Contributions may consist of, but are not limited to, charts, photographs and maps, produced by the petroleum industry, outlining the manufacture of petroleum products from the prospecting stage to the marketable finished stage; photographs and charts showing how automobiles are designed and manufactured; and a rubber exhibit with samples of processing, following tire production from rubber tree to tire. In addition to display material, literature and documentation are especially welcome.

Contributions may be sent to: The Commercial Officer (for Fierens), American Embassy, APO 662 (09662 after Jan. 1), New York, N.Y.

Malaya requests bids on boiler, turbo-generator

The Central Electricity Board of the Federation of Malaya requests bids on equipment for the Sultan Ismail Power Station. Reference 1481/10 includes the supply, installation and commissioning of one 300,000 lb./hour oil fired boiler unit with steam outlet conditions of 625 p.s.i.g. and 875°F., complete with auxiliary equipment. Reference 1481/11 includes one 30,000 kw turbo-generator taking steam at 600 p.s.i.g. and 850°F with auxiliary equipment and a circulating water plant.

Bids close March 1. Contractors may bid on 1481/10 or 1481/11 or both.

Tender documents are available for nonrefundable payment of $28 from Messrs. Preece, Cardew & Rider, 8, 10 & 12, Queen Anne's Gate, Westminster, London, S.E.1.

Australia amends tender for Snowy Mountain generator

The Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, New South Wales, has issued Supplementary Notice No. 5 to tender No. 526 for an 80 mw. generator.

A copy of the amendment is available for loan from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sagn Building. Phone: BR 2-9811.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6195.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4430.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4540.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Greece reissues tender for supply of dairy plant

The Agricultural Bank of Greece has reissued its tender for the supply and installation of a dairy plant in Janena.

Supplies include equipment for milk, cheese and butter, refrigeration, air conditioning and electrical equipment.

Bids should be sent by Jan. 5 to the Agricultural Bank of Greece, Supplies Services—Supplies Section, Karageorgi Servias 12-14, Athens.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA—6320, Dept. of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Bids asked on 20-ton crane for South Indian port

The Chief Engineer Southern Zone, Fort St. George, Madras, has issued tender No. CA No. CE/SZ/VIZ/6 for one 20-ton capacity portal crane to be built at the Naval Wharf, Visakhapatnam.

The crane should have a radius of 80 feet and be equipped with a two-ton auxiliary hook. The contract will include supply and installation. Bid deadline is Jan. 1.

Copies of the specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Burma invites bids on printing inks, stores

The Secretary of the Burmese Peoples Stores Corporation for Paper, Printing, and Photographic Stores has invited bids to supply a variety of products including colored letter press inks, 189,200 lbs., and offset inks, 34,800 lbs.; relief powder, 3,000 lbs.; brass rules, 750 gross; borders, 600 gross; quoins, 3,000; roller composition material, 15,000 lbs.; zinc and copper engraving sheets, 8,950 sheets; gum arabic, 15 tons; binding cloth, 1,500 rolls; and marking ink, 15,000 pints.

The tender number is 020/Printing (5) 64-65 and the bid deadline is 4 p.m., Dec. 24 for all commodities.

Bids should be mailed to the People's Stores Corp., Paper, Printing and Photographic Stores, c/o Foreign Office, Prome Road, Rangoon, Burma.

Bidding documents are available on loan to firms located in the United States from the Chemicals and Allied Products Division, Room 4411, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3512.

East Pakistan Railway issues tender for rail equipment

The East Pakistan Railway Board, Railway Building, Chittagong, East Pakistan, has issued Tender No. P&D-III/IDA-L/PL&M/64 for necessary equipment to make sleepers. Two sets of tools will be purchased.

The tender also calls for four sheep foot rollers; one 1000 cfm air compressor; three 5½ cubic yard self loading dumpers with 1 cubic yard shovel and two gantry cranes, one of 30-ton capacity and one of 20-ton capacity.

Bid deadline is Jan. 20.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Two power station cranes to be bought by Australia

The Snowy Mountains Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W., Australia, has issued tender No. M. 142 for two cranes to be installed at the Murray Two Power Station.

The two cab operated cranes will have a main hook capacity of 145 tons and an auxiliary hook of 15 tons. The contract will include design, supply and installation of the cranes.

Bid deadline is March 8.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farms

MEXICO—Alfalfa seed, beet seed, grass seed, sorghum. Direct purchase, wholesale agency. Armando Garza Gonzalez, Semillas Casa Garza (importer, exporter, wholesaler, retailer), Av. Anillo de Circunvalacion No. 709-6, Mexico, D. F. WTD 6/22/64.

204 Grain Mill Products

GREECE—Converted long-grain rice. Requests inquiries from producers only with competitive price quotations cif Piraeus. Direct purchase and exclusive distributorship. Karolos Fix S.A. (manufacturer, wholesaler, exporter, importer), 53 Syngrou Ave., Athens. WTD 9/12/63.

HONG KONG—Potato starch, corn starch (maize). Tonwell Investment Co. (H.K.) Ltd. (importer, exporter), 206 Li Po Chun Chambers, Des Voeux Rd., G.P.O. Box 2618, Hong Kong. WTD 4/17/62.

TRINIDAD, W.I.—Poultry and animal feed; requests replies from manufacturers; direct purchase and agency. Assic & Sons (importer, commission merchant), 4 Irving St., San Juan. WTD 11/12/64.

Lower grade flour and active dry yeast; request replies from manufacturers; direct purchase and agency. Assic & Sons (importer, commission merchant), 4 Irving St., San Juan. WTD 11/12/64.

209 Food Preparations

PAKISTAN—Cottonseed and soyabean oil worth about $1 million for use in manufacture of edible fats. United Industries Ltd. (manufacturer), P.O. Nishatabad, Lyallpur. WTD 11/18/64.

220 Textile Mill Products

PAKISTAN—300 bales of textile products, for manufacturing superior cloth. Sultan Textile Mills Ltd. (manufacturer), Lyallpur Rd., Sargodha. WTD 11/19/64.

221 Broad Woven Fabric Mills, Cotton

ENGLAND—Full cotton printed voile, particularly floral designs, made from 2-fold yarn each way; printing to be in fast colors. Widths 38″, 36″; other widths will be considered. Requires samples showing qualities and designs. Direct purchase for shipment to tropical and subtropical countries where nylon voile is not suitable. Galbraith & Grant Ltd. (East India merchants), 91 Moorgate, London, E.C.2. WTD 1/24/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

BRITISH HONDURAS—Yard goods, suitings in Dacron and other synthetics. Direct purchase and agency. David Estephan H. (importer, wholesaler, retailer, commission merchant), P.O. Box 155, Belize. WTD 5/21/64.

SOUTH AFRICA—Nylon material for use in padding women's foundation garments. Direct purchase and/or agency. Alfred Pearson & Co. (Pty) Ltd. (importer), P.O. Box 3016, Port Elizabeth. WTD 10/20/64.

223 Broad Woven Fabric Mills, Wool

● **BURMA**—Wool flannel (bleached/dyed) 11½ oz.; 36″ wide; 25,000 yds.; wool flannel (checked) 7½ oz.; 36″ wide; 25,000 yds.; fancy woolen (all wool) suiting 10/11 oz.; 54/58″ wide; 25,000 yds.; fancy worsted (all wool) suiting 15/16 oz.; 54/58″ wide; 25,000 yds.; tropical (all wool) worsted suiting, 7½ oz., 54/58″ wide; 25,000 yds. Tender No. 12-P/2260/64, bid deadline Dec. 25. The Secretary, Ministry of Supply & Cooperative, Corporation No. 12, Textile No. 2, 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-5238).

225 Knitting Mills, Products

HONG KONG—Hosiery for men, women, children. Good View Trading Co. (importer, exporter), 1211 Ka Wah Bank Bldg., G.P.O. Box 13157, Hong Kong. WTD 11/10/64.

Ladies' nylon tricot lingerie. Good View Trading Co. (importer, exporter), 1211 Ka Wah Bank Bldg., G.P.O. Box 13157, Hong Kong. WTD 11/10/64.

Men's and women's sport shirts. Good View Trading Co. (importer, exporter), 1211 Ka Wah Bank Bldg., G.P.O. Box 13157, Hong Kong. WTD 11/10/64.

234 Women's, Misses', Children's Under Garments

SWITZERLAND—Corsets, girdles, brassières, similar articles. Requests replies from manufacturers only. Direct purchase and agency. H. Beck (manufacturers' representative), Bergacker 52, 8046 Zurich. WTD 1/30/64.

227 Floor Covering Mills, Products

GERMANY—Floor coverings, wall-to-wall type. Direct purchase and agency. Faul & Co. (importer, exporter, wholesaler, retailer), 79 Ulm/Donau, Postfach 509. WTD 11/24/64.

262 Paper Mills, Products

CANADA—Bond and offset paper (coated; uncoated) at competitive price. Requests replies from manufacturers only. Major wholesaler seeks permanent supplier. McFarlane Son & Hodgson (Ltd.) (paper merchants, wholesale distributors), 200 Deslauriers St., St. Laurent 9, Quebec. WTD 11/4/64.

● **GREECE**—Writing and printing paper: 187,000 kgs. glazed white writing paper: 15,000 kgs. glazed book printing paper; 405,000 kgs. white writing paper; 10,000 kgs. glazed blue writing paper; 2,000 kgs. white manifold paper; 50,000 kgs. duplicating paper; 5,000 kgs. grey-blue cover paper; 113,000 kgs. glazed colored newsprint; 415,000 kgs. glazed white newsprint. Rolls and sheets, various basis

weights. Tender No. B/794/64, bid deadline Jan. 8. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3003).

PAKISTAN—Paper insulated, single core or multicore double steel taped, armoured cables of 600 volts and 11 KV for underground use, sizes LT up to 1 sq. inch, HT up to 5 sq. inches, $2 million. Direct purchase and agency. Imperial Electric Co. Ltd., 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

263 Paperboard Mills, Products

CANADA—Bristols at competitive price. Requests replies from manufacturers only. Major wholesaler seeks permanent supplier. McFarlane Son & Hodgson (Ltd.) (paper merchants, wholesale distributors), 200 Deslauriers St., St. Laurent 9, Quebec. WTD 11/4/64.

264 Converted Paper, Paperboard Products

CANADA—Tag papers at competitive price. Requests replies from manufacturers only. Major wholesaler seeks permanent supplier. McFarlane Son & Hodgson (Ltd.) (paper merchants, wholesale distributors), 200 Deslauriers St., St. Laurent 9, Quebec. WTD 11/4/64.

ITALY—Fine types of wallpaper. Indaco Tommaso (wholesaler, retailer), 106 Via Tigre', Rome. WTD 11/10/64.

266 Building Paper, Board Mills

IRAN—Acoustical tile, insulating board; cif Khorramshahr. A. A. Hakimzadeh Asl (importer, exporter, retailer, wholesaler), P.O. Box 51, Khorramshahr. WTD 10/31/64.

274 Publishing

GERMANY—Maps, travel guides; price quotations cif European ports. Gleumes & Co. (importer, wholesaler, distributor), 47-51 Hohenstaufenring, 5 Koeln a. Rh. WTD 11/4/64.

278 Bookbinding Industries

CANADA—Ledgers at competitive price. Requests replies from manufacturers only. Major wholesaler seeks permanent supplier. McFarlane Son & Hodgson (Ltd.) (paper merchants, wholesale distributors), 200 Deslauriers St., St. Laurent 9, Quebec. WTD 11/4/64.

281 Industrial Chemicals

● **BURMA**—Dyestuffs including acid, azoic, basic, direct, vat and reactive. 180 to 34,100 lb., packed in quantities ranging from ½ to 1 lb. tins and 28 pound drums. Tender No. 9/09/64-65, bid deadline Dec. 23. The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2090).

FINLAND—Chemicals used in processing of paper and pulp products. Interested U.S. companies are invited to send descriptive literature, price lists; direct purchase and agency. Oy Holmar Ab (importer, wholesaler, exporter), Fredrikinkatu 57, Helsinki. WTD 11/18/64.

Chemicals used in processing of rubber and related products. Interested U.S. companies are invited to send descriptive literature, price lists; direct purchase and agency. Oy Holmar Ab (importer, wholesaler, exporter), Fredrikinkatu 57, Helsinki. WTD 11/18/64.

GERMANY—Fatty alcohols, emulsions, waxes, other raw materials, auxiliary agents for pharmaceutical and plastics industries. Carl Heinr. Stoeber K.G. (importer, wholesaler), Alter Wall 32, Hamburg 11. WTD 11/24/64.

PAKISTAN—Nickel catalyst, activated carbon, fullers earth; valued at $150,000 for use in own factory. United Industries Ltd. (manufacturer), P.O. Nishatabad, Lyallpur. WTD 11/18/64.

Dyes, all colors, for use in textile manufacturing; valued at $45,000. Sultan Textile Mill Ltd. (manufacturer), Lyallpur Rd., Sargodha. WTD 11/19/64.

Caustic soda for use in textile mill; valued at $120,000. Sultan Textile Mills Ltd. (manufacturer), Lyallpur Rd., Sargodha. WTD 11/19/64.

● Supply of 350 tons of creosote oil for timber preservation conforming to British Standard Specification 144-1954 Type "A". Tender No. PD/PW/31/5, bid deadline Feb. 17, 1965. Secretary, East Pakistan Railway Board, Railway Building, Chittagong.★ (Telephone: 202-WO 7-2090).

VENEZUELA—Industrial chemicals, bulk loads, especially heavy chemicals, resins, raw materials for chemical industries. Agency and distribution for entire country. Electro Industrial Halven—O. L. Halvorssen C.A. (importer), Edificio Halven, Esquina Monroy, Ave. Universidad, Caracas. WTD 3/20/64.

282 Synthetic Materials

FINLAND—Chemicals used in processing of plastics products. Interested U.S. companies are invited to send descriptive literature, price lists; direct purchase and agency. Oy Holmar Ab (importer, wholesaler, exporter), Fredrikinkatu 57, Helsinki. WTD 11/18/64.

IRAN—Polyethylene pellets, film grade, bright sleep agent, density 95, melt index 2, c&f price Khorramshahr; direct purchase and agency. Kashanco Co., Ltd. (importer). Seraye Sedghi-Nejad, Saadi Ave., Tehran. WTD 7/18/64.

283 Drugs

PAKISTAN—Vitamins A & D; valued at $45,000 for use in own factory. United Industries Ltd. (manufacturer), P.O. Nishatabad, Lyallpur. WTD 11/18/64.

285 Paint, Varnish, Lacquer, Enamel

FINLAND—Chemicals used in processing of paints and related products. Interested U.S. companies are invited to send descriptive literature, price lists; direct purchase and agency. Oy Holmar Ab (importer, wholesaler, exporter), Fredrikinkatu 57, Helsinki. WTD 11/18/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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289 Chemical Products

PAKISTAN—Sizing material, mutton tallow, other allied items for use in textile manufacture; valued at $25,000. Sultan Textile Mills Ltd. (manufacturer), Lyallpur Rd., Sargodha. WTD 11/19/64.

295 Paving, Roofing Materials

AUSTRALIA—Asphalt siding and other building materials; due to building boom in Australia very good market exists for most types of building materials and should expand considerably. The principal officer of Cherrybrook Holdings, Mr. Charles Borg, plans to visit the U.S. in February 1965 to solidify any contacts made by means of this publication and to seek technical information on other, newly developed types of building materials and on U.S. techniques for developing residential housing areas, direct purchase and agency. Cherrybrook Holdings Pty. Ltd. (real estate agents, developers, contractors), 7/231 Church St., Parramatta, N.S.W. WTD 11/13/64.

301 Tires, Tubes

SYRIA—Pneumatic tires, tubes for trucks, automobiles. Requests replies from manufacturers only. Direct purchase, exclusive agency. Ghanem & Kiriaki (importer, wholesaler), P.O.B. 291, Abed St., Damascus. WTD 11/2/64.

306 Fabricated Rubber Products

GERMANY—Shock and vibration absorption mountings. Exclusive representation on basis of direct purchase or agency. (Attn: Mr. Warner) Ad. Voigt & Co., 126 Am Wall, 28 Bremen. WTD 12/10/63.

Rubber floor and wall tiles. Direct purchase and agency. Faul & Co. (importer, exporter, wholesaler, retailer), 79 Ulm/Donau, Postfach 509. WTD 11/24/64.

331 Steel Mill Products

● **BURMA**—Mild steel tees: 127 tons, size range 1½" x 1½" x 3/16" to 3½" x 3½" x ⅜". Tender No. 33/CS/64-65/TRAD, bid deadline Dec. 28. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ Telephone: 202-WO 7-2363.

● Galv. plain sheets: 1000 long tons, 28 ga. x 3' x 8'. Tender No. 59/HE-24/64-65 (Bucket), bid deadline Dec. 22. The Secretary (1), People's Stores Corporation, Industrial Raw Material Division, c/o Foreign Office, Prome Road, Rangoon.★ (Telephone: 202-WO 7-2363).

● **CHILE**—Cable: 17,400 meters, size range ½" to 1⅜" dia. Tender No. 23/964, bid deadline Dec. 22. Empresa Portuaria de Chile (Chilean Port Works Authority), Calle Blanco 839, Valparaiso.★ (Telephone: 202-WO 7-2363). (Tender documents in Spanish).

● **COLOMBIA**—835 rail guards, 6 meters long and 175 shims, 6 meters long. Tender No. 7,110, bid deadline Dec. 22. Ferrocarriles Nacionales de Colombia, Estacion de la Sabana, Oficina 402, Bogota.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Steel bars, various items of flats, rounds and hexagons, approx. 5,337 m.t. Tender No. S-52 of 1964, bid deadline Jan. 12. Director, Wagon Production, Railway Board, Rail Bhavan, New Delhi. Tender documents available from India Supply Mission, Ref. D/ENQ/1404, 2536 Massachusetts Ave. NW., Washington, D.C. Tender fee (not refundable) $2.10 each.★ (Telephone: 202-WO 7-2613).

● Steel plates various sizes approx. 5,100 m.t. Tender No. S-51 of 1964, bid deadline Jan. 9. Director, Wagon Production, Railway Board, Rail Bhavan, New Delhi. Tender documents available from India Supply Mission, Ref. D/ENQ/1404, 2536 Massachusetts Ave. NW., Washington, D.C. Tender fee (not refundable) $2.10 each.★ (Telephone: 202-WO 7-2613).

● Steel plates to ASTMA-441-60T, approx. 2,917 m.t. Tender S-50 of 1964, bid deadline Jan. 5. Director, Wagon Production, Railway Board, Rail Bhavan, New Delhi. Tender documents available from India Supply Mission, Ref. D/ENQ/1403, 2536 Massachusetts Ave. NW., Washington, D.C. Tender fee (not refundable) $2.10 each.★ (Telephone: 202-WO 7-2613).

● Steel billets, blooms and slabs, approx. 2,730 m.t. Tender S-49 of 1964, bid deadline Jan. 2. Director, Wagon Production, Railway Board, Rail Bhavan, New Delhi. Tender documents available from India Supply Mission, Ref. D/ENQ/1403, 2536 Massachusetts Ave. NW., Washington, D.C. Tender fee (not refundable) $2.10 each.★ (Telephone: 202-WO 7-2613).

PAKISTAN—Tin plate sheets, hot dipped, .75 coating, sizes 20″ x 30″ and 28″ x 18¾″; valued at $4 million for use in own factory. United Industries Ltd. (manufacturer), P.O. Nishatabad, Lyallpur. WTD 11/18/64.

Billets, blooms and slabs; tin plates; galvanized plain and corrugated sheets; hot rolled or cold rolled sheets, pipes, and all other tubular products, black wire, nail wire, spring steel wire, joists, angles, windows; stainless steel sheet; $600,000; direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

● Railway track materials, B.S.R.: Rails 8,650 tons 75 lbs.; 10,850 tons 90 lbs.; fish plates, for 75 lbs. rail, 280 tons; for 90 lbs. rail, 370 tons; and 85 tons fish bolts. Tender No. PD/PW/31/1, bid deadline Jan. 1, 1965. East Pakistan Railway Board, Railway Building, Chittagong, East Pakistan.★ (Telephone: 202-WO 7-2363).

● **UAR**—Plates, bars and structural shapes for shipbuilding, various quantities and sizes. Tender No. 3-122/263/13577, bid deadline Dec. 28. United Arab Republic, Suez Canal Authority, Procurement Dept., Ismailia.★ Telephone: 202-WO 7-2363.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **CEYLON**—Supply of telephone cable paper covered quad trunk steel tape armoured, 38-pair and 54-pair, 20-lb. per mile copper (approx. 20 mi.). Bid deadline not stated. K. Nagarajah, Wing Commander Headquarters, Royal Ceylon Air Force, P.O. Box 594, Colombo.★ (Telephone: 202-WO 7-2162).

● **COSTA RICA**—Insulated aluminum conductor steel reinforced (ACSR). 30,000 meters, "RAVEN" type. Tender No. 1152, bid deadline Dec. 21. Instituto Costarricense de Electricidad Apartado XXXII San Jose. Specifications and tender in Spanish.★ (Telephone: 202-WO 7-2181).

PAKISTAN—Conductors, aluminum, steel reinforced, estimated purchase of $2 million; direct purchase and agency. Escorts Ltd. (manufacturers, engineers, agents), 85 The Mall, Lahore. WTD 11/19/64.

Underground cables for Post and Telegraph to British Post Office specification equivalent ASA, $500,000. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

Copper ingots and copper wire for electrical purposes of 99.5% purity to ASTM. B-72-55T; aluminum copper brass lead zinc, in sheets, coils, plates, rods tubes and wire $200,000. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

Wire hard drawn copper, $240,000; enameled copper wire $90,000; galvanized steel line wire, $4,025,000; direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

Copper wire, power, rubber insulated, approx. 200,000 yd.; direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Varying sizes and quantities of iron and brass hasps and staples. Tender No. 31/CS/64-65/TRAD, bid deadline Dec. 28. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Varying quantities and sizes of files, hammers, chisels, hack saw blades, other tools and gages. Tender No. 2/MACH: (23) G-3 (64-65), bid deadline Jan. 3. The Revolutionary Government of the Union of Burma, Socialist Economy Construction Committee, Corp. No. (23), No. 228/240, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Varying quantities, sizes, types of rivets. Tender No. 30/CS/64-65/TRAD, bid deadline Dec. 28. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

IRAN—Thermos jugs; furniture and builders' hardware; cif Khorramshahr. A. A. Hakimzadeh Asl (importer, exporter, retailer, wholesaler), P.O. Box 51, Khorramshahr. WTD 10/31/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Heating equipment, all kinds, specifically control, measuring and distribution stations for gas, oil, and long distance heat supply systems, direct purchase and agency. Gebr. Boehling (manufacturer, wholesaler), Grossmannstrasse 118, Hamburg 28. WTD 11/24/64.

All kinds of gas burning equipment for industrial and residential purposes, including ranges, boilers, stoves, air conditioners, refrigerators; dishwashers, tools, etc. for hotels and restaurants. Werbestelle fuer Haus- und Industriegas G.m.b.H. (importer), Kurze Muehren 1, Hamburg 1. WTD 11/20/64.

Valves, fittings, control instruments, and the like, for domestic heating systems. Loewe Pumpenfabrik GmbH. (manufacturer), Luener Weg 15, Lueneburg. WTD 11/13/64.

JORDAN—Gas heaters, all kinds. Volta Co., Mousa Mohamad El Saddik, P.O. Box 1857, Amman. WTD 10/30/64.

344 Fabricated Structural Metal Products

GERMANY—Heat exchangers of all kinds; special apparatus and processing equipment for chemical and foodstuff industries; direct purchase and agency. Gebr. Boehling (manufacturer, wholesaler), Grossmannstrasse 118, Hamburg 28. WTD 11/24/64.

349 Fabricated Metal Products

● **HONG KONG**—Gunmetal, aluminum bronze or phosphor bronze gate valves, 250, ¾″; 400, 1″; 1,100, 1½″; 1,300, 2″; 1,300, 3″; and 300, 4″. Tender No. C/52/81/1/64, bid deadline Dec. 31. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-5589).

351 Engines, Turbines

BRAZIL—Two 75 MW coal burning generators, related equipment for increased production of thermo-electric power. Interested firms should forward all technical information, quotations and names of countries lately supplied. Usina Termeletrica de Figueira S.A. "Utelfa" (producer, wholesaler), Caixa Postal 1428, Curitiba, Parana. WTD 11/12/62.

FINLAND—Electric or other motors for boats used in lake sport fishing. Direct purchase and agency for Finland. Requests replies with descriptive literature, price lists, from manufacturers or suppliers. Antti Berg, Sales Agency (importer), Kapteeninkatu 11 B 14, Helsinki. WTD 11/18/64.

● **URUGUAY**—Hydraulic power plant, complete with four 75 mva. generators, for Palmar Project on the Rio Negro River. Tender No. 5525/64, bid deadline May 12, 1965. U.T.E., Palacio de la Luz, Paraguay 2431, Planta Baja, Montevideo. Tariff restrictions are not applied to this purchase; this project could be postponed at any time in favor of Salto Grande project. Correspondence preferred in Spanish.

353 Construction, Mining, Material Handling Equipment

● **COLOMBIA**—4-wheel type tractor shovel-loaders, 6 or 8 cylinder, 160-180 HP gasoline engine power; 4 gasoline or diesel powered 4 cu. yd. capacity municipal type pickup street sweepers; 12 gasoline or diesel powered 10 cu. meter capacity garbage collection trucks; 9 dump trucks 3½ to 4 cu. yd. bodies. Bid deadline Dec. 30. Specifications available in Spanish. Empresas Publicas Municipales de Barranquilla, Aptdo. Aereo 321, Barranquilla.★ Telephone: 202-WO 7-5566.

GERMANY—Off-shore drilling platforms, other oil field machinery and equipment, direct purchase and agency. Gebr. Boehling (manufacturer, wholesaler), Grossmannstrasse 118, Hamburg 28. WTD 11/24/64.

● **INDIA**—Eight double drum, heavy duty, 2000 lb. air hoists. Tender No. 824/PR/51340/P-15082, bid deadline Dec. 30. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Distt. Hoshiapur. Tenders available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008 (Ref. D/ENQ/1409).★ (Telephone: 202-WO 7-5589).

● Eight transit mixers, 4 cu. yd. mixing capacity, PTO drive, mounted on diesel powered truck chassis. Tender No. 839/Beas/PR/51335/P-79, bid deadline Jan. 3. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Distt. Hoshiapur. Documents available free of charge from India Supply Mission (Ref. D/ENQ/1414), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● One heavy duty solid bottom grinding mill. Materials to be ground shall be gannister, dolomite, magnesite bricks, ferro-silicon. Where necessary materials will be first crushed in jaw crusher to maximum size of 35 mm before being ground in mill. Global bid. Tender No. SFM-64/09/46/I, bid deadline Feb. 2. Superintendent, Steel Foundry, Chittaranjan Locomotive Works, Chittaranjan, W. Bengal. Documents available from India Supply Mission (Ref. No. D/ENQ/1381), 2536 Massachusetts Ave. NW., Washington. D.C. 20008, upon nonrefundable payment of $4.20.

PAKISTAN—Cranes, mobile, 5-10 ton capacity estimated worth $100,000; direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

● **SOUTH AFRICA**—16 mobile mounted 15-ton capacity power cranes, working weight of machine not less than 37,000 lb., 45 ft. lattice type boom, diesel engine 2 or 4 stroke. Four

stroke diesel engine required in crane carrier portion. Tender No. F. 5769, bid deadline Jan. 8. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg.★ (Telephone: 202-WO 7-5566).

SWEDEN—Medium-priced machinery and equipment for building industry. Direct purchase and agency. AB Asbrink & Co. (manufacturer, agent, retailer), Malmo SV. WTD 11/19/64.

354 Metalworking Machinery

GERMANY—Hand tools, electric power, for home workshops. Direct purchase and agency. Fritz Bihler, Floridan-Elektrogeraetebau (manufacturer, wholesaler), 741 Reutlingen/Wuertt., Postfach 341. WTD 11/25/64.

355 Special Industry Machinery

AUSTRALIA—Stenter, capable of setting synthetic fabrics, either oil or gas filled; open width washing machine, equipped with vibrator or agitator; short loop dryer. Tennyson Textile Mills Pty. Ltd. (manufacturer), 16-20 Young St., Sydney. WTD 11/16/64.

Cutting, sorting, packaging machines for preparing vegetables for freezing. Mr. W. Kidston, Poultry Farmers Cooperative Society Ltd. (retailer, wholesaler), Red Combe House, Roma St., Brisbane, Queensland. WTD 7/14/64.

HONDURAS—Machinery for manufacturing and finishing small wooden sticks for ice-cream and medicinal purposes. Honduras Fosforera, S.A. (manufacturer), Aptdo. Postal 424, Tegucigalpa, D. C. WTD 9/10/64.

HONG KONG—Machinery for production of ice-cream, ice-cream cones, popsicles; requests replies from manufacturers. W. R. Loxley & Co., Ltd. (general importers/exporters), Jardine House, 11th floor, P.O. Box 84, Hong Kong. WTD 10/23/64.

● **INDIA**—Two stationary acetylene generators, delivering 250 cu. ft. per hour. Tender No. 834/Beas/PR/53964/W-18528, bid deadline Dec. 22. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Distt. Hoshiapur. Tenders available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008 (Ref. D/ENQ/1413).★ (Telephone: 202-WO 7-5589).

IRAN—Canning machine, capacity 4 million individual combat ration cans of 1 lb. weight, yearly. Cost should include price of dies, cost of non-poisonous sand-colored painting and proper markings in Farsi. Offer must include cost of routine operational ports for five years and training for 30 days. Bakery machine for manufacture of individual combat ration biscuit supplemental, should also have capacity of 4 million units, with operational parts for five years and training for 30 days included in offer. A German firm has already bid 183,000 DM, for the baking machine, cif Khorramshahr. Bid should be cif Khorramshahr. Imperial Iranian Army, Quartermaster Corps, Forsat-Shomali Ave., Tehran.

NETHERLANDS—Textile machinery such as spinning, weaving, finishing machines; packaging and wrapping machines for foodstuffs; offset and silk screen printing machines for packaging. Requests replies, price lists, descriptive literature from manufacturers only. Exclusive representation; direct purchase and/or agency. Handelsonderneming Mevotex (importer, sales agent), 33 Madioenstraat (or: P.O. Box 244), Enschede. WTD 7/8/64.

NORWAY—Machinery for production of plastic floats for deep sea fishing nets, other fishing nets; direct purchase and agency. Hans Poulsen & Son A/S (manufacturers agent, distributor), Trondheimsveien 80, Oslo 5. WTD 5/14/64.

PAKISTAN—Textile mill spare parts, accessories; valued at $65,000. Sultan Textile Mills Ltd. (manufacturer), Lyallpur Rd., Sargodha. WTD 11/19/64.

PHILIPPINES—Graphic arts and/or printing equipment, machinery supplies, accessories including typesetting spare parts, printing machine accessories, supplies. Must be new. Direct purchase and agency. Francis R. Maher, Jr., Vice-President, American Steel Windows, Inc. (Graphic Arts Dept.) (manufacturer), 36 Sampaloc Ave., Quezon City; Box 435, Manila. WTD 5/26/64.

SWEDEN—Wind engines for producing electrical power for industrial use. Machinery to extract fresh water from salt water; direct purchase and agency. Consul Sven Soderbergs Grosshandelsfirma (importer, wholesaler, sales agent), Kommendorsgatan 29, Stockholm. WTD 10/30/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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356 General Industrial Machinery

● **BURMA**—Ten diesel driven, 10,000 gallon/hour centrifugal pumps; four, 30,000 gallon/hour; seven 20,000 gallon/hour. Tender No. 19/MACH:23/G-1/64-65, bid deadline Dec. 28. The Secretary (4) Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● 30 electrically driven 60 cfm compressors; six 210 cfm diesel driven compressors. Tender No. 20/MACH: 23/G-1/64-65, bid deadline Dec. 28. The Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● **COSTA RICA**—Concrete pumping and injecting equipment. Tender No. 1150, bid deadline Dec. 23. Correspondence preferred in Spanish. Specifications in Spanish. Hugo Castro B., Jefe Proveeduria, Instituto Costarricense de Electricidad (I.C.E.), San Jose.★ (Telephone: 202-WO 7-5589).

IRAN—40 2″ centrifugal pumps with 4 HP motors fitted for starting with kerosene or fuel oil, mounted on two-wheeled rubber-tired trolley for portability; 20 3″ centrifugal pumps with 4 HP engines fitted for starting with gasoline and subsequent operation with kerosene or fuel oil, should be mounted on trolley for portability. Requests price quotations cif Khorramshahr; direct purchase and agency. Ferushgah Zaier (importer, wholesaler, retailer), Ferdowsi St., Khorramshahr. WTD 2/12/64.

One vacuum piston pump, V-belt drive, 18 H.P., one electric driving motor with tropic proof insulation; two turning valves, special model for vacuum; 18-20 trolleys; cif Khorramshahr. Khuzistan Dried Fruits Co., S.A. (processor), Khorramshahr. WTD 11/2/64.

NETHERLANDS—Packaging and wrapping machines for textiles. Requests replies, price lists, descriptive literature from manufacturers only. Exclusive representation; direct purchase and/or agency. Handelsonderneming Mevotex (importer, sales agent), 33 Madioenstraat (or: P.O. Box 244), Enschede. WTD 7/8/64.

Pellet loaders, checkweighers, bottle viewers (inspectors), 6-Pak-cardboard folding and loading machinery, packaging machinery for foodstuff industry. Exclusive agency representation for manufacturers only. Technisch Bureau J. A. Verhagen, (sales agent), 39 Wilhelminastraat, Haarlem. WTD 8/19/64.

NORWAY—Pumps and equipment for transporting fish catches from nets to hold of vessel or from hold of vessel to plant ashore, mainly herring and cod; requests replies from manufacturers only; direct purchase and agency. Mr. C. P. Jakhelln Chr. A. Jakhelln (importing distributor), Bodo. WTD 11/18/64.

SWITZERLAND—Precision roller bearings, special ball bearings for office furniture. Direct purchase and agency. Hans Saurer Kugellager AG. (importer, retailer, manufacturer), 16 Friedenstrasse, 9320 Arbon/TG. WTD 9/24/64.

358 Service Industry Machines

AUSTRALIA—Equipment, machinery for freezing vegetables. Mr. W. Kidston, Poultry Farmers Cooperative Society Ltd. (retailer, wholesaler), Red Combe House, Roma St., Brisbane, Queensland. WTD 7/14/64.

FINLAND—Water purification and sewerage purification equipment. U.S. manufacturers are invited to submit brochures, price lists, etc. Insinooritoimisto Oy Rictor AB (importer, manufacturer), Ainonkatu 4 C Helsinki. WTD 11/13/64.

SWEDEN—Low-priced industrial refrigeration machinery and equipment such as turbo and other compressors, water coolers, evaporators. Agency and direct purchase. Froscan AB (wholesaler, agent, consultant), Notaregatan 6B, Malmo SV. WTD 11/6/64.

361 Electric Transmission, Distribution Equipment

PAKISTAN—Meter watt-hour, a.c., polyphase: Electric meter, $250,000; measuring instruments: measuring equipment for testing of 400 volts, 11,000 volts cables, routine testing of distribution and power transformers switchgears, fuses, 50 cycles, 3 phase, 3 wire. Voltmeters, ammeters, insulation testers frequency meters OHM meters; $200,000. Switches, time: $5000. Direct purchase and agency. Imperial Electric Co., Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

Circuit breakers power indoor/outdoor: Minimum oil and airblast type circuit breakers for capacity 33, 66, and 132 KV circuit breakers of 220, and 380 K.V. should be airblast type rating 600 A, 800 A, 2000 A., $2 million. Fuses power, a.c., 2300 volts and over indoor/outdoor: Link and RD fuses for use in protection of poles mounted transformers up to 200 KVA, 11000 volts, 633.000 volts, $75.000. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

Transformers, distribution/power: Distribution: 15 to 1500 KVA, 3 phase, 50 cycles, 11000/400 volts, Delta/Star, indoor/outdoor, 11000/6000 v, 6600/400 v, 33.000/400 volts (B.S. or ASA specification in demand 11,000/400 volts valued $2 million. Power: 1500 KVA to 100,000 KVA, 3 phase, 50 cycles, 200/132/66/11 KVA in different voltage ratio combination with off-load and/or in load tap changer, manual and remote controlled to B.S.S. or ASA specification, $6 million; direct purchase and agency. Imperial Electric Co. Ltd., 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

Switchgear 600 amps, 1000 amps, 11 KV estimated purchase $700,000; direct purchase and agency. Escorts Ltd. (manufacturer, en-

gineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

363 Household Appliances

IRAN—Desk fans for office and home; electric sewing machines, household types; cif Khorramshahr. A. A. Hakimzadeh Asl (importer, exporter, retailer, wholesaler), P.O. Box 51, Khorramshahr. WTD 10/31/64.

ITALY—Electric heating elements, fitted with thermostat, for electric type Expresso coffee makers, 110 volt plug-in, 6 cup-size. I. L. A., Industria Lavorazione Alluminio, s.r.l. (manufacturer), Via Emiro Giafar, Zona Industriale Brancaccio, Palermo. WTD 11/9/64.

TRINIDAD, W.I.—Household electric ironers, fans, lamps, and vacuum cleaners; requests replies from manufacturers; direct purchase and agency. Assic & Sons (importer, commission merchant), 4 Irving St., San Juan. WTD 11/12/64.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Filament lamps, instrument, not domestic, all types. E. S. Rubin & Co. Pty. Ltd. (importer, exporter, manufacturer), 73 Whiting St., Artarman, Sydney, N.S.W. WTD 10/2/64.

● **BURMA**—Supply of 571,500 electric incandescent lamps of various wattages, sizes and colors; 30,000 assorted color decoration series 230 volt lamp sets having a minimum of 12 lamps; 150,000 spare bulbs for decoration lamp sets. Bid deadline 4 p.m., Dec. 31. Tender No. 37/EL(P)64-65. The Secretary, People's Stores Corporation, c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5345).

● **GREECE**—Supply of miscellaneous pole line hardware including hooks, socket eyes, suspension clamps, and U-bolts. Tender No. DMPM-268, bid deadline January 11. Public Power Corporation (DEH), Purchasing Department, 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

IRAN—Lighting fixtures, residential, fluorescent; cif Khorramshahr. A. A. Hakimzadeh Asl (importer, exporter, retailer, wholesaler), P.O. Box 51, Khorramshahr. WTD 10/31/64.

PAKISTAN—Steel tubular poles of LT and HT lines up to 36 ft. length, $500,000, steel poles distribution lines, $100,000. Direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

365 Radio, Television Receiving Sets

AUSTRALIA—Portable, transistor television receivers, price quotations and specifications. Postmaster General's Dept., Stores & Contracts Branch, Victoria Park, Brisbane, Queensland. Attn: Mr. A. C. Penwarn.

FINLAND—Phonograph records, record players (220 volt, 50 cycle A.C.); welcome inquiries from U.S. manufacturers or suppliers of phonograph records (classical or semi-classical music) as well as record players. Interested firms are requested to submit complete catalogs, brochures, price lists; direct purchase and agency. Klassillinen Levykerho (importer, retailer), Pyhajarvenkatu 10 A, Tampere. WTD 11/10/64.

366 Communication Equipment

GERMANY—Fire and other alarm devices and systems. Direct purchase and agency. Fritz Bihler, Florian-Elektrogeraetebau (manufacturer, wholesaler), 741 Reutlingen/Wuertt., Postfach 341. WTD 11/25/64.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Supply of 75,000 dozen metallic casing dry cell batteries (1.5v.) and 20,000 dozen plastic casing dry cell batteries (1.5v.). Bid deadline 4 p.m., Dec. 30. Tender No. 36/EL(P)64-65. The Secretary, People's Stores Corporation, c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5345).

ITALY—Electroencephalograph apparatus. Urological and neurological diagnosis and treatment apparatus. Direct purchase and agency. Amplimedical (representative, distributor), Via Santa Cecilia 2, Milan. WTD 9/5/63.

371 Motor Vehicles, Motor Vehicle Equipment

IRAN—Air conditioning units for automobiles; cif Khorramshahr. A. A. Hakimzadeh Asl (importer, exporter, retailer, wholesaler), P.O. Box 51, Khorramshahr. WTD 10/31/64.

MEXICO—Automotive parts for automobiles, trucks. Interested in distributorship. Servicio Comercial, S.A. (importer, wholesaler, retailer), Av. Central No. 14, Col. Buenos Aires, Mexico 7, D. F. WTD 11/10/64.

SWEDEN—Medium-priced street sweepers and garbage removal trucks. Direct purchase and agency. AB Asbrink & Co. (manufacturer, agent, retailer), Malmo SV. WTD 11/19/64.

372 Aircraft, Parts

BRITISH GUIANA—Aircraft replacement spares. Requests replies from manufacturers. Direct purchase and agency. Toucan Air Services Ltd. (importer, retailer, distributor), P.O. Box 795, 7 North St., Georgetown. WTD 11/12/64.

FRANCE—Aircraft parts, components, accessories, supplies suitable for utilization on lightweight passenger airplanes (300 HP or less). Direct purchase and agency. Requests replies from manufacturers only. Comptoir de Fournitures Aeronautiques (dealer), Boite Postale No. 75, Route de Monfort, Dax, Landes. WTD 11/27/64.

374 Railroad Equipment

PAKISTAN—Flat bottom rails 100 lb. EE 42 ft. long conforming to AREA specification; fish plates suitable for 100 lb. rails; fish bolt and nuts; train lighting dynamos; train lighting batteries (nickel cadmium) cold drawn electrically welded boiler and super heater tubes; $400,000; direct purchase and agency. Imperial Electric Co. Ltd. (importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 11/13/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWEDEN—Thermostats and other controls used in industrial refrigeration; agency and direct purchase. Froscan AB (wholesaler, agent, consultant), Notaregatan 6B, Malmo SV. WTD 11/6/64.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of 2,500 dozen spools of zinc oxide self adhesive plaster, b.p.c., 2″ by 5 yards; 2,000 dozen spools of elastic adhesive bandages, 4″ x 3 yards; 600 dozen tins of extension plastic, b.p., 3″ x 3 yards; 3,000 tubes of large absorbable gelatin sponges, b.p. (No. 100), 80mm x 125mm x 10mm. Bid deadline Dec. 22. The Ministry of Health, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Clothing, asbestos, protective type and other protective equipment valued at $50,000; direct purchase and agency. Escorts Ltd. (manufacturer, engineer, agent), 85 The Mall, Lahore. WTD 11/19/64.

386 Motion Picture Photography Equipment

● **SYRIA**—Equipment for a complete plant for printing sub-titles on 16mm., 35mm. and scope movie films, including all necessary apparatus such as zincography machines, writing machines and all other pertinent machines. Bid Damascus.★ (Telephone: 202-WO 7-2939).

394 Toys, Amusement, Sporting Goods

FINLAND—Toy or sports electric motors, especially those for battery and accumulator use on children's cars, planes. Requests replies, descriptive literature, price lists, from manufacturers or suppliers. Direct purchase and agency. Antti Berg, Sales Agency (importer), Kapteeninkatu 11 B 14, Helsinki. WTD 11/18/64.

THAILAND—Bowling alley, new or used, 5-10 lanes; long-term payments preferred. Amusement games, sporting goods. Mr. Arun S. Watana, S. Watana Ltd. Partnership (importer, distributor, trade fair organizer), 199/3-5 Pathumwan Square, Bangkok. WTD 10/24/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

010 Commercial Farms

MEXICO—Agricultural seeds. Interested in wholesale agency. Central de Semillas, S.A. (importer, exporter, wholesaler), Av. Progreso No. 158, Mexico 21, D. F. WTD 6/19/64.

202 Dairy Products

AUSTRALIA—Goats milk, dehydrated. Peter Webster, Schaffer & Co. (N.S.W.) Pty. Ltd. (importer, wholesaler, commission merchant), 8 Shirlow St., Marrickville, N.S.W. WTD 9/17/64.

FRANCE—Dairy butter, fresh, in cubes, good quality; packed in cartons of approx. 50 pounds each. Requests replies from producers and exporters only. Desires agency for France or section thereof. Paul Coutau-Begarie (sales agent), 15 Rue Grangeneuve, Bordeaux, Gironde. WTD 11/23/64.

ITALY—Butter; powdered milk. Socomin, S.r.l. (representative), Corso Europa 22, Milan. WTD 12/10/63.

262 Paper Mills, Products

FRANCE—Paper, all types, writing, white manifolds, machine-coated; wrapping paper (kraft and others), specialties. Agency for central France. Henry Jouhate (Cartonnerie de Losmonerie) (manufacturer, wholesaler), Saint-Yrieix-sous-Vienne, Haute-Vienne. WTD 11/25/64.

264 Converted Paper, Paperboard Products

GERMANY—Paper, stationery, packaging material, including plastic materials for such purpose. P. Schumacher (wholesaler), 71 Heilbronn/Neckar, Postfach 1010. WTD 11/12/64.

311 Leather Tanning, Finishing

FRANCE—Lambskins, sheepskins, pickled skins. Desires exclusive agency on commission basis. H. E. Sabarthes Fils (commission merchant), 34 Allees de la Chevaliere, Mazamet, Tarn. WTD 11/13/64.

329 Nonmetallic Minerals

ITALY—Ground kaolin. C. Maffei & Co. (manufacturer), Piazza della Repubblica 32, Milan. WTD 12/3/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Multi-core telephone cables (underground, all sizes) lead or plastic covered. Replies from manufacturers only. Australian Cable Co. (wholesaler), 49 Annerley Rd., South Brisbane, Queensland. WTD 8/27/63.

351 Engines, Turbines

ITALY—Outboard motors, marine diesel engines. Motor Boating Italiana, S.p.A. (distributors), Via Varesina 107, Milan. WTD 9/13/63.

352 Farm Machinery

ITALY—Olive harvesters. C.M.S. (manufacturer), Via Roma, Lungavilla (Pavia). WTD 12/10/63.

353 Construction, Mining, Materials Handling Equipment

ITALY—Construction, excavating, maintenance machinery, equipment, units and attachments designed to be mounted on trucks. Boffa & Moglia (importer, agent), Via Privata Riccardo Ceroni 5, Milan. WTD 8/8/63.

354 Metalworking Machinery

ITALY—Hydraulic presses; metalworking equipment, attachments, accessories. Ing. Americo Volpe (agent), Viale Gran Sasso 16, Milan. WTD 11/18/63.

355 Special Industry Machinery

GERMANY—Textile machines and accessories; special machines for production of plastic parts of various shapes. Walter Bodeutsch (wholesaler, manufacturers' agent), 7417 Pfullingen/Wuertt., Postfach 82. WTD 11/25/64.

INDIA—Complete range of textile machinery, accessories. Overseas Machinery Stores (proprietary firm), 7 Western India House, Sir P. Mehta Rd., Bombay 1. WTD 11/18/64.

ITALY—Small size woodworking machinery other than home workshop items; all types, medium quality. Ibea (distributor), Ripa Ticinese 91, Milan. WTD 7/24/64.

Rubber, plastic, paper-making processing and converting machines, equipment; packaging and wrapping machinery. Ing. Americo Volpe (agent), Viale Gran Sasso 16, Milan. WTD 11/18/63.

358 Service Industry Machines

ITALY—Room air conditioners; electric cooking and food warming equipment. Sicat-Elettrodomestici (representative), Via Stoppani 38, Milan. WTD 7/29/63.

Automatic vending machines for cigarettes, hot and cold beverages, candies, sandwiches. Vend System (representative), Via da Procida 35, Milan. WTD 7/24/64.

361 Electric Transmission, Distribution Equipment

ITALY—Electric switches, special electrical installation equipment and parts. Acei-Feld (manufacturer, representative), Viale Murillo 48, Milan. WTD 2/13/64.

Electronic measuring and test instruments for metallurgical and mechanical industries. Ing. Americo Volpe (agent), Via Gran Sasso 16, Milan. WTD 11/18/63.

362 Electrical Industrial Apparatus

ITALY—Uncased electric motors for submersible pumps. ACEI-Feld (manufacturer, representative), Viale Murillo 48, Milan. WTD 2/13/64.

Electric generators sets, gasoline-engine driven, for motor boats. Motor Boating Italiana S.p.A. (representative), Via Varesina 107, Milan. WTD 9/13/64.

366 Communication Equipment

ITALY—Automatic apparatus for control and recording of automobile traffic. Ascot, S.a.s., di M. Sanguineti & Co. (manufacturer, agent), Corso Matteotti 10, Milan. WTD 4/16/64.

371 Motor Vehicles, Motor Vehicle Equipment

NETHERLANDS—Automotive parts, accessories, especially exhaust gas purifiers. Requests replies from manufacturers only. Not interested in used products. Quote prices cif Rotterdam. N.V. American Parts Service (importer, wholesaler, retailer, exporter, sales agent), 68-70 Markendaalseweg, Breda. WTD 11/17/64.

372 Aircraft, Parts

ITALY—Rotary actuators, good quality. Waircom (manufacturer), Via Friuli 65, Milan. WTD 7/31/64.

373 Ship Building, Repairing

AUSTRALIA—Build-it-yourself boat kits. W. S. Woolly Pty. Ltd. (manufacturer, wholesaler), 11 Dexter St., Moorooka, Brisbane, Queensland. WTD 8/13/64.

FRANCE—Equipment, accessories, fittings, trimmings for utilization on high-sea fishing trawlers; devices and articles of all categories for industrial fishing. Desires agency for France or section thereof. Requests replies from manufacturers only. Henri Cabanas & Cie. (sales agent), Le Gabut, par la Rochelle, Charente-Maritime. WTD 11/15/63.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Fancy jewelry articles. Ets. Henri Cabaud (retailer), 3 Bld. St-Martin, Paris 3e. WTD 10/28/64.

399 Manufacturing Industries

ITALY—Beauty parlor equipment such as hairpins, combs, curling rods. Aldo Sabbadini (wholesaler), Via Olmetto 3, Milan. WTD 1/24/64.

First, second, third quality fur skins: mink, persian, ocelot, leopard. Salvatore Musumeci (representative), Via Donatello 11, Milan. WTD 12/11/63.

Leads for Importers

Commodities are offered direct unless specified.

082 Forests Nurseries, Tree Seed Gathering, Extracting

TURKEY—Juniper seeds. Sukru Karamehmetoglu, Buyuk Pinar Komandit Sti., 904 Sokak 12/120, Izmir. WTD 11/17/64.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

IRAN—Dates, general average quality, 55 lb. thrown pack or packed to specification. Sherkat Sahami Bazargani, Khorramshahr. WTD 11/9/64.

208 Beverage Industries

FINLAND—Operator of a brewery and bottling plant which produces a well-known Finnish beer, sold under the trade mark name "Koff" wishes to introduce same product into the U.S. Interested brokers and distributors are invited to submit proposals. Exclusive distributorship arrangements will also be considered. Oy Sinebrychoff Ab, Bulevardi 40, (P.O. Box 24), Helsinki. WTD 11/19/64.

FRANCE—Cognac brandy of very good quality, including "Cognac Vieille Fine Champagne", in 75-centiliter glass bottles, 80 proof; also in oak barrels. Wholesale exportation, preferably through direct sales to importers. C. Dupuis Fils & Co., Boite Postale No. 26, Barbezieux, Charante. WTD 11/23/64.

LEBANON—"Arak," a Lebanese national alcoholic beverage. Assad Zakka, P.O. Box 4496, Rue Allenby, Beirut. WTD 11/9/64.

221 Broad Woven Fabric Mills, Cotton

PAKISTAN—Cloth (sheetings, voils, poplins, muslins, longcloth and grey cloth). Sultan Textile Mills Ltd. (textile manufacturers), Lyallpur Rd., Sargodha. WTD 11/19/64.

227 Floor Covering Mills

ECUADOR—Carpets, wool, hand-knotted on cotton warp; 62,500 knots per sq. meter (125,-

000 "points"). Illustrated folder and samples available to interested firms, upon request. Replies in Spanish preferred. Manufacturas Cordova (manufacturer), Calle Tomas Sevilla 646 y Calle Darquea, Ambato. WTD 11/16/64.

228 Yarn, Thread Mills

PAKISTAN—Cotton yarns. Sultan Textile Mills Ltd. (textile manufacturer), Lyallpur Road, Sargodha. WTD 11/19/64.

238 Apparel, Accessories

SWITZERLAND—Swiss manufacturer wishes to locate a U.S. importer and distributor for fashionable sport gloves made of nylon, poplin, leather and PVC. G. Thomi-Zurlinden, Handschuhfabrik, 4900 Langenthal, Canton Bern. WTD 3/22/62.

251 Wood Furniture

SWITZERLAND—Manufacturer seeks connections with American department stores, manufacturers of first-class furniture and agencies desiring to import Swiss wood furniture (bedroom furniture and buffets). Moebelfabrik Kreuzlingen A. Lutz GmbH., Gaissbergstrasse 57, 8280 Kreuzlingen. WTD 11/16/64.

274 Publishing

GERMANY—Maps, travel guides and atlases; direct sale. Gleumes & Co. (publisher), 47-51 Hohenstaufenring, 5 Koeln a. Rh. WTD 11/4/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

BELGIUM—Small Belgian cosmetic manufacturer wishes to introduce into U.S. a reasonable-priced perfume and a good line of baby toiletries such as soaps, shampoos, oils, creams, lotions, talcum powder. Ets. LIPS, 121 Lange Herentalsestraat, Antwerp. WTD 1/27/64.

287 Agricultural Chemicals

COSTA RICA—Manufacturer of fertilizers, pesticides and household cleaning compounds seeks U.S. importer of sterilized bone meal packaged in accordance with buyer's specifications. 1,000 metric tons available for immediate shipment, thereafter, approximately 100 tons per month. Abonos Superior S.A., P.O. Box 1814, San Jose. WTD 10/30/64.

307 Plastic Products

GERMANY—Light cupolas of acrylic glass; direct sale. Klaus Esser K.G., Bau- und Industriebedarf (manufacturer), Postfach 2909, 4 Duesseldorf. WTD 10/20/64.

314 Footwear

GERMANY—Sports boots such as skiing boots, climbing boots, and hiking boots. Direct sale or through agent. Carl Henke (manufacturer), Schuhfabrik, 72 Tuttlingen/Wuertt., Mochringer Strasse 60. WTD 11/25/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

VENEZUELA—Manufacturer wishes to export decorative products made of rock crystal, suitable for a small market consumption; can assure monthly shipments of 1,000 pieces. Cristal Veneciano de Maracaibo C.A. Km. 1 Carretera a Perijá, Maracaibo. WTD 11/13/64.

355 Special Industry Machinery

FRANCE—Distilling stills for the wine and cognac industries (open-fire, "Charentais" system; also steam-heated retorts); capacity per apparatus from 1,000 to 3,000 liters (from 264 to 793 gallons, approximately). Direct sale to interested industries. Maison Maresté (manufacturers), 95 Rue Aristide-Briand, Cognac, Charente. WTD 11/24/64.

399 Manufacturing Industries

VIET-NAM—Full line of handicraft items including wooden frames for picture paintings, rattan basket, pottery and popular chinaware. Cathay Trading, 25 Pasteur, Saigon. WTD 9/24/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—George E. Purdy, Managing Director, McWhirters Limited, Brunswick Street, Valley, Brisbane, Queensland, interested in chain stores and requesting technical information on **downtown and shopping centers.** Here to January 9, 1965. c/o: Jung Hotel, 1500 Canal St., New Orleans, La. (to Dec. 16); Washington Youree Hotel, Edwards & Travis St., Shreveport, La. (Dec. 16-17); Baker Hotel, 1400 Commerce St., Dallas Texas (Dec. 17-20); Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. (Dec 20-27); St. Francis Hotel, Union Square, San Francisco, Calif. (Dec. 12-Jan. 2); Reef Hotel, 227 Lewers Road, Honolulu, Hawaii (Jan. 2-9).

ENGLAND—George T. Egee, Marketing Associates (International) Limited, 5 Dering St., London, W.1., interested in discussions with U.S. manufacturers of **equipment for textile, food, chemical, and packaging industries** concerning the distribution of their products to Eastern European countries. December 22 via New York for one month. c/o Department of Commerce Field Office, Jefferson Building, 1015 Chestnut St., Philadelphia, Pa., 19107. Itinerary: New York, Washington, Philadelphia, Cleveland, possibly others.

R. W. Fenemore, Managing Director, and J. D. Sutton, Sales Director, Parmeko Limited, Percy Road, Aylestone Park, Leicester, interested in **licensing arrangements** with U.S. companies, particularly in the **electronic, electromechanical and light electrical fields.** Here to December 29. c/o Mr. Gordon Q. Evison, Suite 1660, 111 West Washington St., Chicago, Illinois. 60602. Itinerary: New York, Chicago, Los Angeles, Minneapolis, Boston.

GREECE—Vlassis M. Katrantzos, representing Katrantzos-Sports Ltd., 38 Stadiou Street, Athens, interested in contacting manufacturers and exporters of **textile machinery including: knitting (men and women's underwear), dyeing and finishing, ready-to-wear cut and sew.** Here for one month. c/o The Plaza, Fifth Ave. & 59th St, New York. Itinerary: New York (New York, Mineola, L.I., Ozone Park); New Hampshire (Keene, Laconia); Massachusetts (Hopedale, Milbury, North Andover, Waltham, Whitinsville, Worcester); Connecticut (Torrington); Rhode Island (Warwick); New Jersey (East Paterson); Pennsylvania (Norristown, Philadelphia, Reading, Scranton); Ohio (Dayton, Cleveland); Illinois (Chicago); Tennessee (Knoxville); North Carolina (Charlotte, Gastonia); South Carolina (Greenville); Georgia (Chatsworth, West Point).

ITALY—Giorgio Bignami, representing Amerco Italiana, Via Palestrina 2, Milan, interested in obtaining Italian **agencies for U.S. publishing houses;** finding **U.S. representative for an art book** published in Italy. December 26 via New York for three weeks. c/o Statler Hilton Hotel, Seventh Ave. & 33rd St., New York. Itinerary: New York, Chicago, Los Angeles, San Francisco.

PAKISTAN—Khaliq Dad Noon, representing Noon Sugar Mills Ltd., 35 K Gulberg, Lahore, interested in purchase of a **sugar mill plant** worth about $3 million and requesting **technical information on sugar mills and various new sugar processes involving cane and beets** including the Silver's diffusion process. End of Dec. via New York for three weeks. c/o National Bank of Pakistan, 37 Wall St., New York, N.Y. Itinerary: Florida, Louisiana, New York, Hawaii.

Asghar Ali, representing A. Ali Commercial Corp., 27 Forbes Bldg., Dunelly Rd., Karachi, interested in **joint venture for pharmaceuticals, drugs and fine chemicals; manufacture of raw film.** Requesting **technical information on producing tin plate and steel sheets.** Here for six weeks. c/o 329 Hammond Street, Chestnut Hill, Massachusetts. Itinerary: Boston, New York.

SOUTH AFRICA—Wilhelm Weber, Director, Elite Clothing Manufacturers (Pty.) Ltd., 411 Voortrekker Road, P.O. Box 5, Maitland, C.P., interested in purchasing denim fabric for the manufacture of outerwear apparel in South Africa and exporting finished products to the United States. Here for 2-3 weeks. c/o Thomas Cook & Son, 587 Fifth Avenue, New York. Itinerary: New York, Los Angeles.

Spain announces tender for 105 portal cranes

The Director General of Ports & Marine Signals, Ministry of Public Works, Madrid, Spain, has announced a tender for the supply and erection of 105, 3-ton portal cranes for the Central Port Authority. The cranes are to be built at eight Spanish ports: Alicante, Almeria, Barcelona, Bilbao, Malaga, Palma Mallorca, Pasajes and Sevilla.

Work is expected to begin on or about April 1965 and be completed in about 36 months. Bid deadline is Jan. 19.

Specifications are available in Spanish on a short term loan basis to firms domiciled in the U.S. from the G.I.E. & C. Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Construction Projects

AUSTRALIA—(1A£=$2.25) Imperial Chemical Industries of Australia and New Zealand (ICIANZ) will spend about $20¼ million extending its **petrochemical operations.** It will build new plants and extend its site at Botany in New South Wales.

A $12¾ million plant will be built to produce **ethylene** and $7⅞ million will be spent on expansion of existing low density **polythene and PVC** plants. The new plant, with a capacity of 70,000 tons of low cost ethylene a year, will help ICIANZ compete with falling world prices and should increase exports significantly.

An American firm, C. S. Braun & Co. of California, has been awarded the contract to design and construct the new plant. It will be built by local labor with about 80% Australian material, and is scheduled for completion in mid-1966.

BRAZIL—(100 cruzeiros=16 cents). The Inter-American Development Bank has authorized three loans totaling over $35 million to increase the production of **iron ore, steel and electric power** in Brazil.

The biggest of the three loans, for $28.8 million, will help finance a $100-million expansion program being undertaken by the largest **iron ore** producing company in Brazil and the seventh largest in the world—The Companhia Vale do Rio Doce. The company headquarters are located in Itabira in the State of Minas Gerais, and its activities are carried out in the 35,000 square mile watershed of the Doce River. It wants to increase its ore producing and transporting capacity from the present 7.6 million tons a year to 21.6 million tons a year by 1970. The Rio Doce company plans to improve its existing mining installations; augment railroad installations, rolling stock and locomotives; construct a new port at Ponta do Tubarao, and install a pellet plant to make use of ore fines.

The second loan, for $1.3 million, will enable a Brazilian **steel** manufacturer to study the feasibility of increasing its rolling mill capacity from 130,000 to 380,000 tons a year, and to install an ingot plant with a capacity of 420,000 tons a year to supply the entire demand of the expanded rolling mill. The borrower is Ferro e Aco de Vitoria S.A., located at Cariacica in the State of Espirito Santo. The loan will pay for the services of a consulting firm which will prepare a preproject (final feasibility) report and then do the basic engineering studies for the expansion program. It is reported that contracts for these services have already been let.

The third loan will help finance construction of a 120,000 kilowatt **hydroelectric power project** in the State of Parana, southern Brazil. The project is being carried out at a cost of $29.4 million by Central Electrica Capivari-Cachoeira S.A. of Curitiba (ELETROCAP), a subsidiary of the Parana Electric Power Company (COPEL), which owns 67% of ELETROCAP's stock; the remaining 33% is owned by ELETROBRAS, the Brazilian Federal Electric Power Agency.

The hydroelectric plant will be built at the coastal falls of the Cachoeira River, a 2,500-foot water drop into the Atlantic Ocean. Waters of the nearby Capivari River will be diverted to the Cachoeira to increase the latter's flow. The project calls for construction of a 1,150-foot long and 170-foot high dam, a 103-foot intake tower, an 8.3-mile derivation tunnel, a 1.7-mile penstock, an underground powerhouse, a 1.6-mile tailrace tunnel, and supporting facilities. It also includes the purchase and installation of the hydro-mechanical and electrical equipment needed to generate 120,000 kilowatts of electricity.

The Federal Government financial share will be $11.4 million, including relocation of about 4 miles of highway which will be flooded by the dam's reservoir. The local contribution of $18 million will be provided by COPEL, ELECTROBRAS and the Federal Ministry of Power and Mines.

GERMANY—(DM100=$25). U.S. construction participation is invited in Germany for the erection of three separate **apartment projects** totaling over 5,500 apartments. The first and largest project is estimated to cost $66,573,000 and features an undisclosed number of buildings with 4,430 apartments, a shopping center for 105 stores, and parking or garage space for 5,000 vehicles. One million square meters of land has been set aside for this development. Financial participation is also desired for this project.

The second and third developments call for erection of 1,117 apartments and involve costs of nearly $15 and $5 million, respectively. Local financing is available for these projects. **Contact:** Mr. Gerhard Langer, Postfach 603, Baden-Baden 757, Germany.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Oct. unless marked otherwise.

Business Firms—Liberia, Sept.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Morocco.
Hardware Importers and Dealers—India, Sept.
Hardware Importers and Dealers—Lebanon.
Household Appliance Importers and Dealers—Nicaragua.
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—France.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Iraq.
Machinery and Equipment, Except Electrical Importers and Distributors—Honduras.
Machinery and Equipment, Except Electrical Importers and Distributors—Turkey.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Norway.
Plastic Material Importers, Dealers and Manufacturers—Bolivia.
Provision Importers and Dealers—Nicaragua.
Tanneries—Mexico.

Fifteen Dallas firms already signed up for mission to C.A.

Chairman hopes to have about 25 companies on trip sponsored by local Chamber of Commerce

Fifteen Dallas firms already have signed up for the February Central American trade mission sponsored by the World Trade Committee of the Dallas Chamber of Commerce.

"We would like about 25 firms on this trip . . . and hope to close out reservations within the next two weeks," chairman Robert J. Smith said.

The mission will visit Costa Rica, Nicaragua, Honduras, El Salvador and Guatemala during the two-week trip. These five countries comprise the Central American Common Market, an area of 11 million people slightly smaller than the state of Texas.

In each of the five countries, the Dallas group will receive briefings from the U.S. Embassies and from local organizations such as development banks and chambers of commerce and from industry. From there, the Dallas businessmen will keep appointments with local business leaders arranged for them in advance by the World Trade Department of the Dallas Chamber of Commerce.

In each city to be visited, a headquarters for the mission will be established where appointments may be kept, business transacted, and other services such as translation may be obtained.

The group is to leave Dallas Feb. 13.

Long-term planning

Planning for the trade mission has been in progress for more than six months, and pledges of cooperation have been received from a number of organizations in Central America including the National Development Institute of Nicaragua, Bank for Central American Economic Integration, Chamber of Commerce and Industry of El Salvador, Chamber of Commerce of Costa Rica, the Chamber of Commerce of Guatemala, and others, the local Chamber reports.

The U.S. Departments of Commerce and State also have assured the mission of support.

Further information including a 60-page research report on Central America is available from the Chamber's World Trade Department.

New Books and Reports

***Praeger Special Studies in International Economics, Politics and Social Development.* Published by Frederick A. Praeger, New York, 1965.**

This new series is designed to make available to the international business, academic and government communities a wide range of practical but highly specialized research which, until now, has gone unpublished or failed to achieve distribution beyond the immediate orbit of the author or his sponsoring organization.

The following new titles in the series will be published in the near future:

A Handbook on the European Economic Community. Edited by Gordon L. Weil. (January, 1965).

The Establishment of Industry in Nigeria. By Alan Sokolski. (Feb. 1965).

Wholesale and Retail Trade in Tanganyika. By H. C. G. Hawkins. (April, 1965).

Crude Oil Prices in the Middle East: A Study in Oligopolistic Price Behavior. By Helmut J. Frank. (June, 1965).

The International Development Association: A New Approach to Foreign Aid. By James H. Weaver. (March, 1965).

The Market for Steel in Mexico; by Principal Markets, 1953-62 and Demand Projections, 1963-70. By Ralph Watkins, Kemp G. Fuller, and Jacob Fisher. (January, 1965).

Write: Frederick A. Praeger, Publishers, Special Projects Division, 111 Fourth Ave., New York, N.Y., 10003.

***Nordisk Handelskalender:* Nordic Trade Directory 1964-65. Published by Nordisk Handelskalender, Copenhagen, 1964. $12.**

General directory containing over 100,000 addresses of industrial and trading firms and service establishments in Denmark (including the Faroe Islands), Norway, Sweden, Finland and Iceland. All commodity headings are printed in English and German in addition to the local language. An English commodity index is included in each country section. The directory also contains general economic information for each country.

Complimentary copies of the directory will be distributed to Commerce Department Field Offices upon receipt from the publisher, where they will be available for public examination.

Copies can be ordered from Nordisk Handelskalender, 63 Svanemollevej, Copenhagen, Hellerup, Denmark.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***The Market for Men's and Boys' Clothing in Western Europe.* Published by the U.S. Dept. of Commerce. Washington, November 1964. 63pp. 30 cents.**

This export study by The Commerce Department's Business and Defense Services Administration provides guidelines for marketing men's and boys' clothing in countries that are full members of the European Economic Community (EEC), or the European Free Trade Association (EFTA), except for Portugal.

Portugal requires licenses to import clothing and offers little or no opportunity as an export market.

The country by country treatment is supplemented by 38 tables which take up almost half of the booklet.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Austria's Foreign Trade.* Published by the Economic Department of the Creditanstalt-Bankverein, Vienna. March, 1964. 67pp. Free.**

Reviews Austrian trade in relation to worldwide trade development and summarizes her trade with the EEC, EFTA, Communist-Bloc countries, Spain, Greece, Turkey, North and South America, Asia, Africa and Australia. Tables cover Austrian trade with individual countries and in certain commodities.

Austria's export promotion efforts are described, and the Austrian Federal Chamber of Commerce's trade representatives abroad are listed.

Write: the Creditanstalt-Bankverein, 6 Schottengasse, Vienna I, Austria.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Market Information on Electronic Products in West Germany. OBR 64-120. 5pp. Discusses the sales outlook for electronic goods in Germany; present import and export levels; rate of growth of the domestic electronic industry; fastest selling electronic consumer goods; and the increasingly important commercial, industrial and military equipment sector.

United States Trade with the 19 Latin American Republics. OBR 64-121. 16pp. Seven tables outline the U.S. trade performance with Latin America, including: value of total trade, by country; composition of trade, by major commodity groups; terms of trade; Latin trade as percentage of total U.S. trade, by commodity; U.S. exports, by commodity; agricultural imports from Latin America; and, non-agricultural imports from Latin America.

***1965 International Directory of Fairs and Exhibitions.* Sponsored by the Athens Chamber of Commerce & Industry. Published by Graphointer, Athens, 1964. 368 pp.**

A compilation of fairs and exhibitions scheduled throughout the world during 1965. The first and largest section lists events by country. Another section lists all the year's events chronologically. A third part subdivides the shows by their subject matter, from Advertising and Agriculture to Transportation and the World's Fair.

Write: Graphointer, 4 Stadiou Street, Athens (133), Greece.

***ABC Europ Production: 1965.* Published by ABC Verlagshaus. Darmstadt, Germany. 3,500pp. $25**

A guide to all industrial branches in Austria, Belgium, Denmark, Finland, France, Netherlands, Germany, Italy, Luxembourg, Norway, Sweden and Switzerland. This edition lists approximately 350,000 names and addresses of exporting manufacturers under some 10,000 article headings in English, French, Spanish, Italian and German.

Write: Glomb Products Co. Inc., P.O. Box 6636, El Paso, Texas. Dept. IC

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Calendar *for international traders*

December

15—Monthly luncheon meeting, International Executives Association, in cooperation with the International Advertising Assn. Hotel Statler Hilton, **New York.** Speaker —Stanley J. Randall, Minister of Economics and Development for the Province of Ontario, Canada.

15—Hawaii REEC luncheon meeting, aboard APL SS President Cleveland, **Honolulu.**

15—FCIB Hardware-Automotive & Allied Trades Group, luncheon meeting, 12:30 P.M., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

16—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

16—Export Expansion Conference (Trade Center Program), Hotel King Cotton, **Memphis, Tenn.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

16—In-Office Workshop for new exporters, luncheon, 11:45 A.M., Auditorium Hotel, meeting, 1 P.M., Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

17—In-Office Export Expansion meeting, 10:30 A.M., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

17—FCIB Drug-Chemical & Food Export Club, luncheon meeting, 12:15 P.M., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

18—In-Office Workshop on Export Expansion, Field Office, **Cincinnati.**

22—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

January

5—Round Table Conference, 1:30 P.M., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

6—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

6-7—Discussion of new Schedule B and Comprehensive Export Schedule, 9 A.M.-12 noon, Conference Rm., New Federal Bldg., **Tampa, Fla.** Speakers: Wilson E. Sweeney, Bureau of International Commerce; Dino S. Villa, Bureau of Census. Sponsors: Field Office, Department of Commerce; U.S. Customs, Tampa.

7—Hartford Workshop on Trade Fairs and Trade Centers, Strafford Motor Inn, **Strafford, Conn.** Sponsor: Manufacturers Assn. of Connecticut; Field Office, Department of Commerce. Speaker: James E. Murrin, Bureau of International Commerce.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

11-15—1965 International Automotive Engineering Congress and Exposition, Cobo Hall, **Detroit.** Sponsor: Society of Automotive Engineers.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

12—In-Office Workshop for new exporters, Federal bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Purchasing Agents Assn., Washington Chapter luncheon, Presidential Arms, **Washington.** Speaker: Norman Lawrence, Bureau of Census.

12—Civitan Club luncheon, Mayflower Hotel, **Washington.** Speaker: James E. Murrin, Bureau of International Commerce.

12—In-Office workshop on export expansion, Field Office, **Jacksonville, Fla.**

12—In-Office Export Conference Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

13—Minnesota World Trade Assn. monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

14—Midwest Regional Shippers Advisory Board, Pick-Congress Hotel, **Chicago.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

14—Workshop: "How To Get Your First Export Order," Hotel Fremont, **Freemont, Ohio.** Sponsors: Manufacturers' Council of Sandusky Co.; Field Office, Department of Commerce; REEC.

14—American Marketing Assn. Industrial luncheon, Warwick Hotel, **Philadelphia.** Speaker: Beatrice N. Vaccara, Office of Business Economics.

14-15—Davis Manufacturing Co. annual Dealers Convention, Davis Company Offices, **Wichita, Kan.** Hosting a group of foreign buyers from Switzerland. Speaker: E. E. Schnellbacher, Bureau of International Commerce.

20—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

25-28—17th International Heating and Air-Conditioning Exposition, McCormick Pl., **Chicago.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

28—Industrial Management Club of Reading and Berks County, Abraham Lincoln Hotel, **Reading, Pa.** Speaker: Walter Buchdahl, Bureau of International Commerce.

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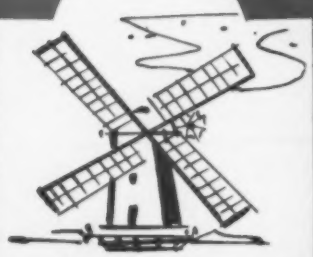

UTRECHT NETHERLANDS

March 8 – 16

Thousands of buyers, representing some of the world's most prosperous consumers, will visit exhibits of U.S. products at 4 international trade fairs next spring.

Many U.S. firms will use these events to open new markets and select agents and distributors abroad.

So should you.

TOKYO JAPAN

April 16 – May 6

LONDON ENGLAND

April 21 – 30

Telephone or visit any Department of Commerce Field Office for complete information.

See page 27 for list

FRANKFURT GERMANY

May 25 – 28